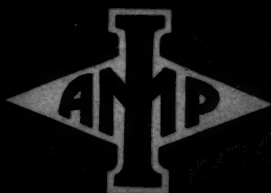


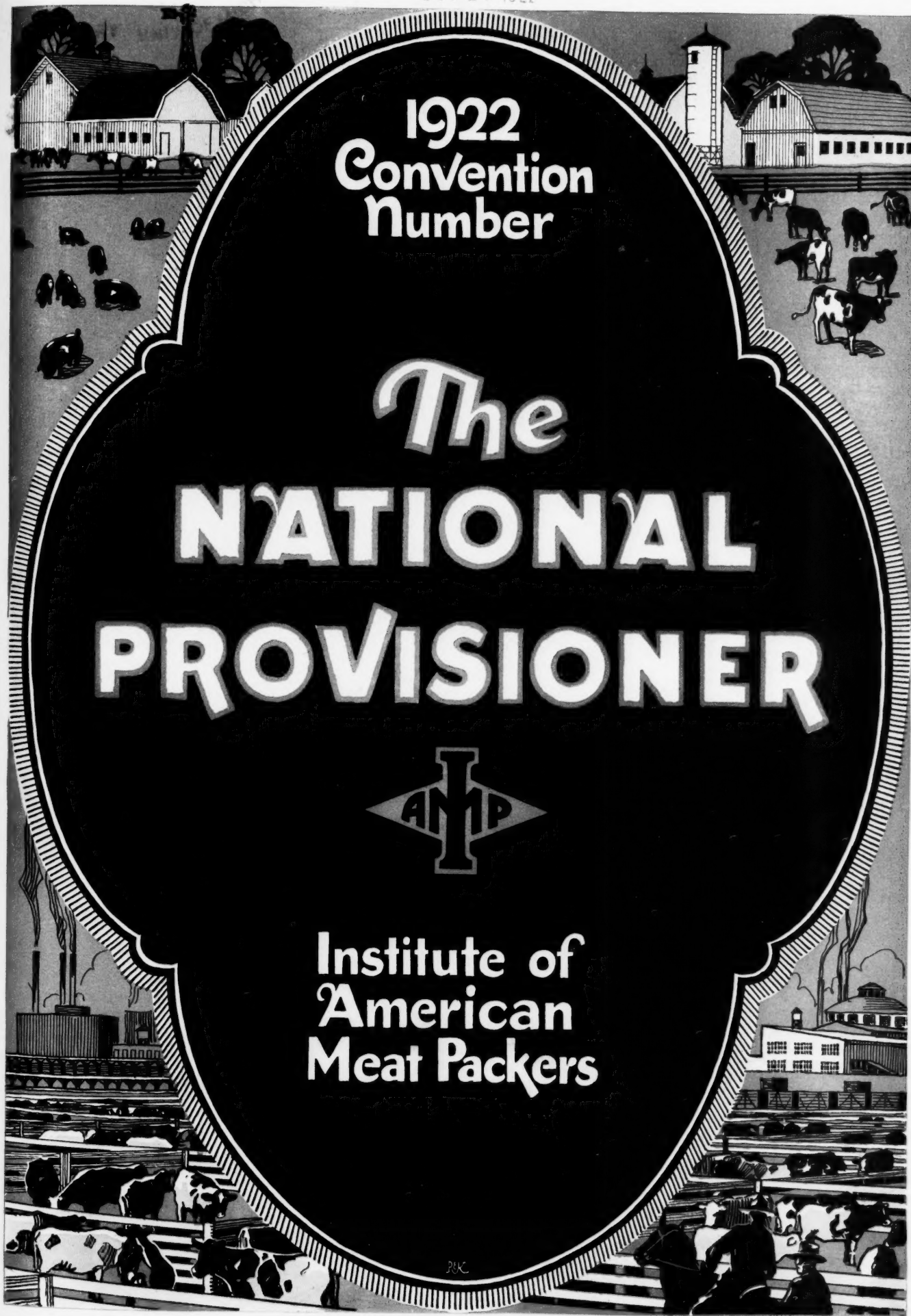
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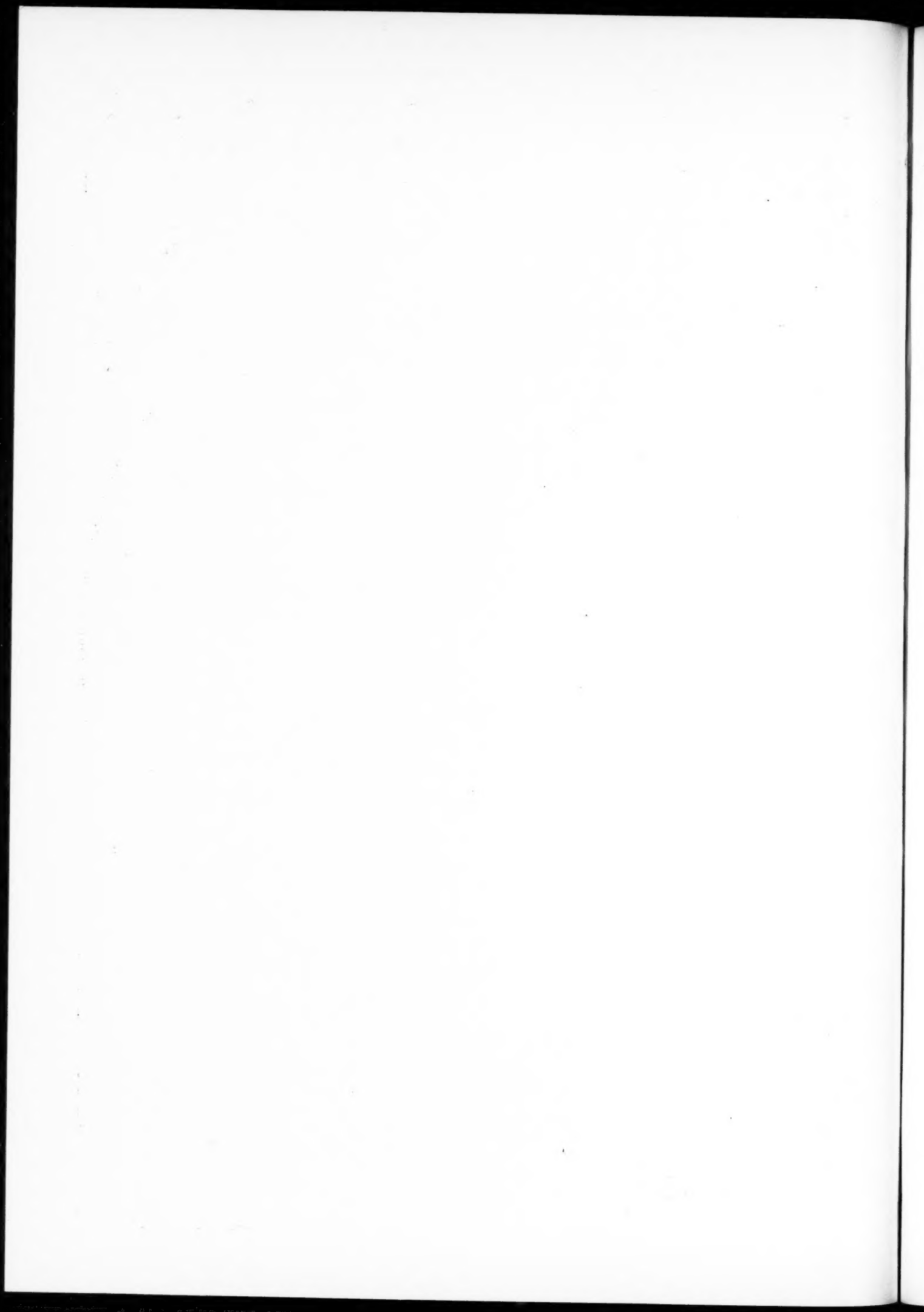
1922
Convention
Number

The
**NATIONAL
PROVISIONER**



Institute of
American
Meat Packers





THE NATIONAL PROVISIONER

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS AND THE AMERICAN MEAT PACKERS' TRADE AND SUPPLY ASSOCIATION

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No. 16.

PACKERS ANALYZE THEIR SITUATION

Seventeenth Annual Meeting at Chicago Finds the Industry Looking at Things as They Are—and as They Ought to Be

PLANS FOR DEVELOPMENT OF THE INSTITUTE AND THE INDUSTRY

Probably no industry of similar magnitude has ever attempted to analyze itself so thoroughly and openly to get at the basic principles of sound business as did the meat packers in the seventeenth annual convention at Chicago on October 9th, 10th and 11th.

In a spirit of friendly co-operation, which has grown strong in the Institute of American Meat Packers under the able guidance of Thomas E. Wilson, production and distribution problems were discussed and thoughtfully handled from every angle in an effort to find out the best, cheapest, most efficient and satisfactory methods of carrying on the meat industry.

Unlike most such conventions, there was no inclination to look through rosy spectacles, but rather to see things exactly as they are and meet problems adequately.

There is now a greater sense of co-operation which will be of increasing benefit to the industry as a whole.

The Institute during the last three years has been fortunate to have as its president that "apostle of co-operation," Thomas E. Wilson—who has served untiringly and to the lasting good, not only of the organization but the entire industry. As Oscar G. Mayer said at the banquet, in presenting Mr. Wilson with a beautifully-illuminated testimonial signed by the rank and file of the industry:

"The Institute is filled tonight with a sense of melancholy and deprivation over the announcement by Mr. Wilson that he will not again accept the presidency of this, the child of his heart. Under his magic hand, from anomalous beginnings, this Institute has flowered into a thing of rare dignity, a great common ground where all men associated with our great industry—producer, packer, retailer, consumer and authorities alike—can meet in the spirit of amity and justice, to work out the problems that confront us."

The Institute, however, will be fortunate in having the continued benefit of Mr. Wilson's counsel, though it will not have his guiding hand from day to day. As chairman of the Plan Commission he will go on as a leader in carrying out the great idea he put forward.

A Proof of Effective Service.

It must have been a source of considerable satisfaction to Mr. Wilson to look back, not so many years, either, and

compare the former attitude of the constituent bodies of the industry with the present attitude of those same groups. It must have pleased him, as his tenure progressed, to note the change which indicates an eagerness to discuss mutual problems, bending their combined energies to seek a solution to the common good of all, and to realize that he, in a large measure, was responsible for bringing harmony to this most important industry.

The two dominant factors of interest to the convention were the Institute itself—the plans for its future growth and more wide-spread influence—and the future development of the industry.

Those two are in a certain measure linked up, though they might not appear to be at first glance. It is evident, however, from the strides already made, that the industry will profit increasingly by the work of the Institute and continue to enjoy the profitable contacts developed through the mutual interests of the Institute members.

Viewing the industry as a whole, in the light of the many reports and addresses given throughout the convention, it is evident that, despite its present vexing problems, the American meat packing industry, which is the largest single industry in the United States, has been operating during the year just closed on a basis of more stable values than was possible with the disconcerting declines which were occurring during the previous year.

Stability in Meat Values.

In his address before the convention Mr. Wilson said: "The first big fact is that the levels of meat values have become practically stable. On the whole there seems to be little tendency of having the entire level of meat values shift suddenly and precariously in some unforeseen and incalculable fashion.

"I do not mean that meat values are what they should be, but I do mean that we seem to have passed the time when the last reported sales created radically changed values. We cannot hail 1922 as a banner year, but it can at least be said that our sales, on the whole, have established a speaking acquaintance with our cost plus expenses. Values have become more completely dependable, more nearly stable."

Quoting figures, Mr. Wilson showed that prices of meats

and by-products in most instances are about at the levels which prevailed at this time in 1913. But operating expenses and physical investments are substantially greater than they were then. This constitutes one phase of the answer to that popular question, "What's the matter with the packing industry?"

But even this difficult problem will surely be overcome by the industry which fed two million men across 3,000,000 miles of ocean, which year in and year out provisions the greatest meat-consuming nation in the world and provides a spot cash market in good times and bad for every head of livestock which the producers of that country send to market.

Mr. Wilson pointed out that production in the packing industry is fully normal, drawing attention to some interesting statistics. A full report of Mr. Wilson's address can be found elsewhere in this Convention Number of THE NATIONAL PROVISIONER.

A Plan for Larger Service.

In speaking of the Institute plan, Mr. Wilson said: "The foundations of a larger service, of a greater Institute, should be laid. On these foundations we can build solidly and surely for the future, building as fast as circumstances permit and as slowly as wisdom demands; building for the industry, for those who come after us and for the public whom we serve."

That opinion seems to have been shared by the entire industry. The plan for the future development of the Institute into an organization which ultimately "shall become a combined trade association, industrial museum, research institute and educational institution," submitted by Mr. Wilson as chairman of the Plan Commission, was adopted by the convention.

Fifty thousand dollars a year for three years will be raised by individual volunteer subscriptions. This is to be spent on educational, research and service activities. Two of the first activities to be undertaken will be the inauguration of practical and scientific research on packinghouse operations. This should certainly be welcomed by everyone in the business and the general public as well. Sometimes perhaps, there is an inclination to look at scientists either with pity or contempt, but it is becoming a recognized truth that you have to give them credit for their method. The sooner the meat packing industry studies itself and learns its faults, just that much sooner will packers make a reasonable profit.

As Jay C. Hormel said in answering his question on "What is wrong with the packing business?" "The answer is, that many of our activities are not based upon sound economic principles." If Mr. Hormel is right, it will be the task of the Institute in widening out its sphere of usefulness, to find out just what those "unsound economic principles" are and suggest suitable ways and means for making the necessary changes in business methods.

Mr. Hormel also made a plea for better statistics, because of the benefits such information gives. The Institute will be able, as time goes on, according to its plan, to supply these statistics. THE NATIONAL PROVISIONER will have a part in this work also.

The Success of Co-operation.

The progress of the Institute towards effecting a better understanding between producer, packer, retailer, consumer and the authorities shows a splendid year of achievement.

In his annual report, Mr. Wilson indicated gratifying progress along both the lines of public relations and co-operation within the industry.

Calling attention to a report made at the 1919 Convention which said, "During the last year it has been found impossible to discuss with the producers of livestock, problems common to both themselves and the packinghouse industry," Mr. Wilson said "It is sufficient at this point to say that in the course of the year now closing, the President of the Institute personally has represented our association at a number of important assemblies of livestock producers. . . . Today packer and producer appreciate the importance of co-operating on common problems and are doing so."

Referring specifically to the National Live Stock and Meat Board, he showed how valuable strides had been made through co-operating on one of the biggest problems of the industry—that of increasing meat consumption per capita. The Meat Councils, in which thousands of retailers are now interested, have tended to promote a better understanding and help meet some of the problems common to the industry. The ham campaign, the sausage campaign and the special cuts campaign, are just a few of the efforts undertaken by the Institute during the past year.

A Review of Institute Work.

At the Monday afternoon session, a bird's eye view of the Institute's work was given by the various department workers and the chairmen of some of its constituent committees.

Prof. Horace Secrist's address on cost accounting methods for the retail meat trade, held the interest of the large audience from beginning to end. Prof. Secrist, who is director of the Bureau of Business Research at Northwestern University, told of the Bureau's work in co-operation with the Department of Agriculture. They have analyzed a great number of cost accounting systems over the country and have evolved several simple systems of uniform cost accounting, some one of which would be adaptable to any type of retail store. As he expressed it, "We need to establish a yard stick so that each retailer can measure his own costs and efficiency relative to that of his competitors."

Within a month the cost accounting systems will be available for installation, and the Bureau of Agriculture has agreed to put its own accountants in the field to help install these systems. Retailers using these systems will make frequent reports of their expenses, profits, costs and methods to Northwestern University and the U. S. Department of Agriculture in co-operation. The identity of the dealers so reported will not be revealed, but averages will be compiled and issued, and the whole mass of valuable information received will be analyzed for the benefit of the meat trade, with a view to promoting improved methods of merchandising meat.

THE NATIONAL PROVISIONER has recognized for some time that the day of mental bookkeeping has passed, and it greets this new research project with gratification.

Distribution and production problems, which form the bulk of those questions giving most trouble to the industry, are in a fair way to be solved when science gets down to brass tacks and bends the weight of its knowledge to help out the practical business men who, many of them,

have little time to devote to other than daily routine difficulties.

"Movie" Teaches a Money Lesson.

R. W. Carter, Chairman on Livestock Handling Losses, by using the motion picture film prepared under the auspices of his committee, gave a clear idea of how not to handle cattle and hogs. The picture is sufficiently graphic to tell the story of bruised meat, its causes and how to avoid these losses which yearly amount to several million dollars. For the first seven months of 1922, the loss in bruised hogs alone has amounted to more than two million dollars, while the loss on bruised cattle has been over one million and a half dollars.

The Committee on Standardization of Containers presented an interesting report through its chairman, John P. Dowding. This report, in concise form, showed dollar and cents saving brought about by effecting uniform sized containers. "One packer changed the style of five and ten-pound pails for a certain brand, so as to be able to make these pails on the same line of automatic machinery that they used for making pails of the same capacity but different dimensions, and showed a saving of \$5,000 a year on this one item." This statement made by Mr. Dowding certainly holds thought for every user of tins.

G. F. Swift, Jr., Chairman of the Committee on Public Relations, brought out several important phases of the Institute's policy and its results, when he said, "By bitter experience the meat packers have learned the necessity and value of constantly interpreting their industry and its service to the public. In doing this, we have brought to public view and to public attention, the economic merit of our business—its efficiency, its effective performance of highly technical functions, its astonishingly cheap service, its provisions of a cash spot market for all the meat animals offered on the markets, its cheapening of meat prices and raising of livestock values by the development of by-products, et cetera."

THE NATIONAL PROVISIONER feels very much like Pollyanna in reviewing the results of the convention. While conditions are not perfect—for as Governor Warren T. McCray of Indiana pointed out at the annual banquet, "The packer's profit is much too small"—yet there is hope ahead. The friendly co-operation evidenced by the representative groups composing the convention will mean monetary gain in the coming days.

Resolutions Show Institute Policies.

In its action on resolutions the convention first paid tribute to the honest and courageous attitude of Secretary of Agriculture Wallace in his service to the allied industries, an attitude which THE NATIONAL PROVISIONER believes has done more in the course of a single year to get results for the public he serves than all the agitations of a decade of self-seeking politicians.

After a year of vigorous activity against the rapacity of transportation agencies, both domestic and export, it was natural that the convention should express Institute and industry feeling in resolutions favoring an American merchant marine on all the seas—but a marine privately owned and operated with suitable facilities for perishable freight, and just treatment of shippers.

The chief memorial to the Wilson policy of co-operation—the National Livestock and Meat Board—was also heartily endorsed; properly so, since its sinews of activity depend largely on packer assistance for sustenance.

Two striking forward steps in industry reform were advocated—a beginning at practical standardization through the use of uniform types of containers, and a bonus to the producer for the production of healthy hogs.

Changes in Captain and Crew.

Finding it impossible to persuade the Institute's founder and captain to continue actively at the helm, the organization chose as his successor a valiant lieutenant who had proved his worth in many ways, and elected Charles E. Herrick of Chicago as president. Almost a life-time of service in the industry has qualified him to

take up the duties of this distinguished office. His devotion to the ideal established by his predecessor is manifest, and he has the hearty support of a united industry.

Amendment of organization form solidifies the official staff for effective work. Vice-President Heinemann continues in executive charge at headquarters, and the tremendous devotion of Secretary Woods to his manifold tasks is recognized if not rewarded by his selection as vice-president in charge of the great educational and research activities of the Institute, now much enlarged by the beginnings of the Institute Development Plan.

These executive officers have the support of three new sectional vice-presidents—a distinguished trio of packers—Gustav Bischoff, Jr., of St. Louis; J. C. Dold of Buffalo, and John J. Felin of Philadelphia. The roster of officers of the Institute as it now stands is as follows:

President.—Chas. E. Herrick, Brennan Packing Company, Chicago, Ill.

Vice-Presidents.—C. B. Heinemann, Institute of American Meat Packers, Chicago, Ill.; W. W. Woods, Institute of American Meat Packers, Chicago, Ill.; Gustav Bischoff, Jr., St. Louis Independent Packing Company, St. Louis, Mo.; J. C. Dold, Jacob Dold Packing Company, Buffalo, N. Y.; J. J. Felin, John J. Felin & Company, Inc., Philadelphia, Penn.

Treasurer.—John T. Agar, William Davies Co., Inc., Chicago, Ill.

Chairman of Institute Plan Commission.—Thos. E. Wilson, Wilson & Company, Chicago, Ill.

Central Administrative Committee.—Chas. E. Herrick, Brennan Packing Company, Chicago, Ill.; Thos. E. Wilson, Wilson & Company, Chicago, Ill.; G. F. Swift, Jr., Swift & Company, Chicago, Ill.; T. Davis Hill, Corkran, Hill & Company, Baltimore, Md.

Directors (3 years).—J. Ogden Armour, Armour and Company, Chicago, Ill.; Edward Morris, Jr., Morris & Company, Chicago, Ill.; Thos. E. Wilson, Wilson & Company, Chicago, Ill.; T. Davis Hill, Corkran, Hill & Company, Baltimore, Md.; T. P. Breslin, Standard Packing Company, Inc., Los Angeles, Calif.

Directors (2 years).—J. A. Wiederstein, John Hoffman's Sons Company, Cincinnati, Ohio; Edward A. Cudahy, Jr., Cudahy Packing Company, Chicago, Ill.; G. F. Swift, Jr., Swift & Company, Chicago, Ill.; Oscar G. Mayer, Oscar Mayer & Co., Chicago, Ill.; W. H. White, Jr., White Provision Company, Atlanta, Ga.

Directors (1 year).—E. C. Merritt, Indianapolis Abattoir Company, Indianapolis, Ind.; Myron McMillan, J. T. McMillan Company, St. Paul, Minn.; Charles Roberts, Roberts & Oake, Inc., Chicago, Ill.; T. W. Taliaferro, Hammond Standish & Company, Detroit, Mich.; George A. Hormel, Geo. A. Hormel & Company, Austin, Minn.

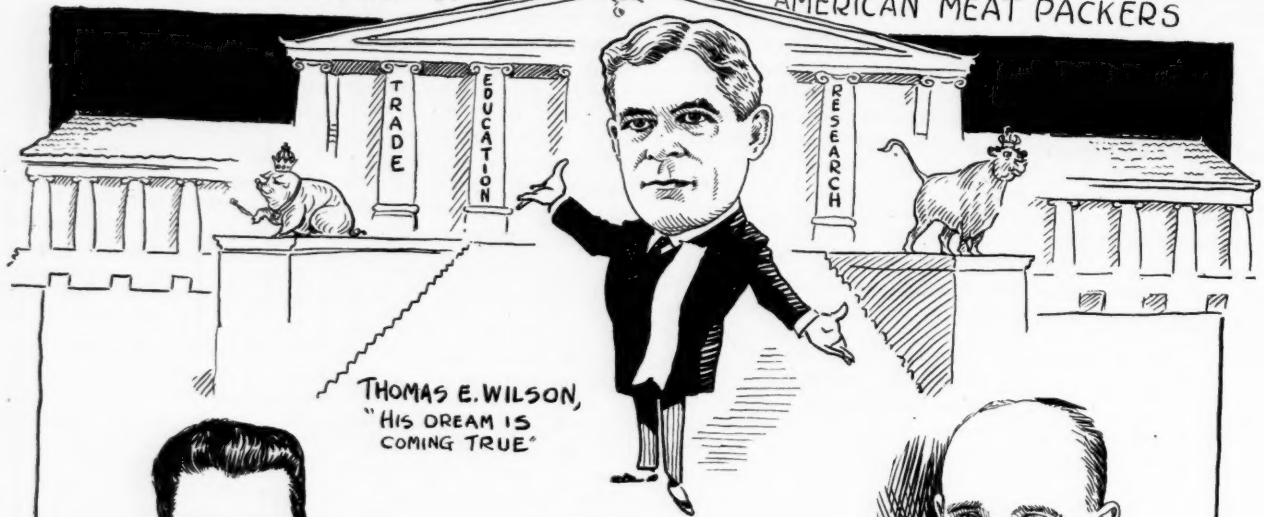
The Younger Generation and the Ladies.

A feature of the convention week which cannot be passed without comment was the inauguration of an event for the juniors, the sons of today's leaders, the young men who soon will step into the shoes of their dads and tackle the problems now sprinkling so many heads with gray. J. C. Dold of Buffalo was the sponsor for this admirable plan, and at the first "Junior Luncheon" a dozen young men were the guests of honor and listened to wise words from Mr. Wilson and other industry leaders.

The presence of the ladies in larger numbers than ever before was proof of the wisdom of the program arrangement which provided entertainment for the wives, sisters, daughters and sweethearts of the meat men. The social side of these convention gatherings cannot be ignored or belittled. It has its practical value in more ways than one. Now that the ladies have been given their due this particular convention value may be expected to enhance itself yearly.

The report of convention proceedings which follows is lengthy. THE NATIONAL PROVISIONER makes no apology for that length. There is something for everybody in this bulky Convention Number. If you do not find that "something" it is your fault, and perhaps your loss.

THE INSTITUTE OF AMERICAN MEAT PACKERS



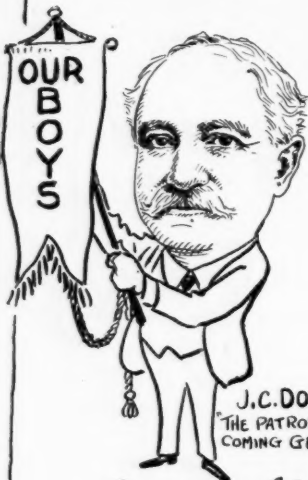
JOHN T. AGAR,
TREASURER OF
THE INSTITUTE
"HE KEEPS
THE CASH"



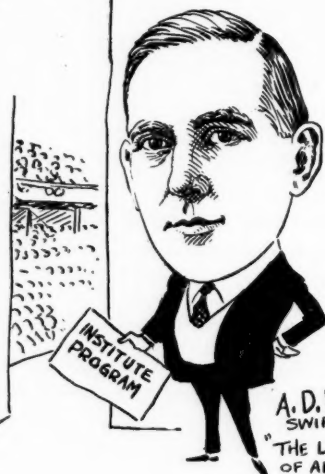
CHARLES E. HERRICK
OUR NEW "PREXY"
ON THE JOB



C.B. HEINEMANN
VICE PRES. OF THE
INSTITUTE,
"THE BIG OFFICE CHIEF"



J.C. DOLD,
"THE PATRON OF THE
COMING GENERATION"



A.D. WHITE,
SWIFT & CO
"THE LITTLE GIANT"
OF ALL CONVENTIONS



THEY CAN'T COME TOO MANY FOR **WONDER WORKER WOODS**

PROCEEDINGS OF THE CONVENTION

FIRST DAY'S SESSION

Monday, Oct. 9, 1922.

The meeting was called to order by President Thomas E. Wilson.

PRESIDENT WILSON: The Seventeenth Annual Convention of the Institute of American Meat Packers is now in session. The Reverend Dr. John Timothy Stone of the Fourth Presbyterian Church, Chicago, will deliver the invocation.

DR. JOHN TIMOTHY STONE: Gentlemen, may I say just a word to the members before I pronounce the invocation. It has been my experience in this city for a number of years that I note the great national and international gatherings which are held in this city almost without exception begin their deliberations by invoking the blessings of Almighty God. This is not true in all cities in America, I am sorry to say, but it manifests a recognition of the Divine presence and leadership which is the heritage of this nation, and on which principle this nation has been founded.

Mr. President, I congratulate you that so large a number of your members are here in recognition of this service, as you open your convention.

The Invocation.

Almighty God, we thank Thee for Thy place in our lives. We thank Thee that Thou dost give unto us the Divine heritage, whether we recognize it or not; that Thou are in human life and in the affairs of men. Thou dost make our industries possible; Thou dost keep all of us fit and in condition to do our work. Thou dost inspire us with motives which have to do with the upbuilding of our nation.

We ask Thy blessing, O God, upon these men whose industry and affairs have so much to do with the health and the well-being of all of our people. We remember the Master of men, when He said His life was meat and drink and doing His Father's will. We know, O God, that the very figures which are used in the upbuilding of human strength and character are related to the great life-giving qualities of the food which we eat and which we drink, of the strength and life as it goes into our very being and makes our brain and our will possible in doing the highest and best things.

And so, O God, throughout the deliberations of this important convention, look with favor upon the men representing all the various parts of our country and of the world, and may the blessing of Almighty God be upon their business and work, and that they may be happier and stronger because of Thy blessing and presence.

We ask this in the Master's name and for His sake. Amen.

PRESIDENT WILSON: It is a pleasure to me to be able to present to you, gentlemen, the President of the Chicago Association of Commerce, Mr. Edward E. Gore, who will say a word of welcome to us. Mr. Gore. (Applause.)

Address of Welcome.

MR. EDWARD E. GORE: Mr. President, gentlemen of the Institute:

If there is any one industry that is welcome to Chicago it is the meat packing industry. Chicago owes more to that industry for her present commercial and industrial prestige than to any other. It is here that the modern business of packing had its beginning, and it is here that it is continuing in full flower. Chicago welcomes you, gentlemen, not only because of the calling in which you find yourselves, but also because Chicago is a hospitable town. We like to see people come here and stick around. Those who have

accomplished results in their own business in other places are more than welcome. We hope they will stay around until they fall in love with our place and finally come here to remain.

We are not recommending the weather this morning. By some mischance Mr. Wilson's order for weather became mixed with some other order. We wish we could show you something better, but if you stay a day or two you will find something better. Chicago in the autumn is blessed with weather that cannot be excelled in the whole country. We do not brag on the rest of the year, although we do say she is a summer resort; but in this fall season of the year, from the first of October until the first of December, the weather man seems to treat us with uncommon civility. Just this morning that is not the case, but we know that it will not last long.

Gentlemen, I hope that your deliberations in our town are going to be profitable.



THOMAS E. WILSON

(Wilson & Company, Chicago)

Retiring President and Chairman of the Institute Plan Commission.

able, and that when you leave you are going to be glad you came here, and that when it comes time to decide upon another meeting place, for another convention, the town which will come to your minds first, which will be most favored in your deliberations, will be this good old meat-packing town of Chicago. (Applause.)

PRESIDENT WILSON: I will call upon one of our directors, Mr. Myron McMillan of St. Paul, Minn., to respond to this welcome.

McMillan Responds to Welcome.

MR. MYRON M'MILLAN: Mr. Gore, Mr. President and gentlemen of the Institute of American Meat Packers: The West is delighted to meet the East, the North and the South in the Queen City of the Great central market, Chicago. Here we of the West find something of the veneer of the East, the courtliness of the South and the hardhood of the North, and the hospitality which characterizes Chicago as the West's very own.

Chicago, we greet you, Chicago, we have been looking forward to these sessions of instruction which are bound to prove of great value to every man in this hall in that ratio which corresponds to the earnestness with which he follows every detail of a program which

has been prepared after a keen study of current conditions, and much thought towards a solution of present day problems. It is an inspiration in itself that we should hear the words of advice and encouragement and education which the leaders of this industry are about to bestow upon us—that we should hear them, I say, in the world's livestock center, Chicago—a city of genius in feeding the world with expertness, economy and efficiency. Therefore, we have come to this convention with a very special enthusiasm because of the location of this year's meeting.

Chicago, we thank you for the manner of your welcome. (Applause.)

PRESIDENT WILSON: Mr. Gore's association is made up of manufacturers and merchants of Chicago and near by Chicago, and among them are a great many manufacturers of rubber goods, galoshes, rubber boots, umbrellas and rain coats and all of that. I think he got the weather order mixed up with the weather order for that crowd.

Our next order of business is the reading of the minutes of the last annual meeting.

MR. OSCAR MAYER: Mr. President, in view of the fact that these minutes have been printed, I move that the reading be dispensed with. (Motion duly seconded by Mr. A. T. Rohe, and carried.)

PRESIDENT WILSON: The next order of business is the President's address.

Address of the President

PRESIDENT WILSON: Fellow members of the Institute of American Meat Packers:

The Institute held its first convention in the fall of 1919. In three years it has come to express the plans and purposes of an industry so closely that the members of our association use its name and the name of the industry interchangeably. Underlying this circumstance is a gratifying record of progress.

It is a record which merits examination with some particularity. Such an examination will show how vitally the Institute has been concerned with the welfare of the meat industry and how steadily the Institute has reflected our industrial aspirations. But a review of this sort would be incomplete without some consideration of the changes which have occurred in the packing business.

The exact date on which the Institute of American Meat Packers held its organization convention was September 16, 1919; the place, Atlantic City. Since that convention, it has been my high privilege to serve as your president. At the end of each year, I have tried to outline the progress of the Institute as an organization and the progress of the industry as a factor of business and society during the preceding twelve months.

This year, I not only shall continue the practice, but also shall ask you to glance back with me at the road over which we have come in the last thirty-seven months.

I. A STATISTICAL RETROSPECT.

On September 30, 1919 there were considerably more swine, cattle and sheep in this country than on September 30, 1922. Yet during that time the population of the United States has been increased by 4,481,170.

Meat Production

When the Institute held its first convention, the whole meat and live stock in-

dustry was still in a state of vigorous trade stimulation. In that year, 1919, the total amount of meat and lard produced was 18,776,000,000 pounds, of which 3,242,603,537 pounds were exported. Last year, the total amount of meat and lard produced was 18,255,000,000, of which only 1,945,660,210 pounds were exported.

In other words, although it is true the production last year was less by more than a half-billion pounds, yet, on account of the smaller export demand, there was much more meat which had to find market at home. On this account, we shall expect to find, when we consider consumption, that more meat was eaten in 1921 than in 1919.

The following table may be of interest in this connection:

Year.	Total production of meats and lard (dressed weight).	Exports of meats and meat products.
1919.....	18,776,000,000 pounds	3,242,603,537 pounds
1920.....	18,157,000,000 pounds	1,883,389,053 pounds
1921.....	18,255,000,000 pounds	1,945,660,210 pounds

The comparative trend of production this year will be shown in a subsequent section.

Foreign Trade.

Another change from the situation existing when the Institute was organized is, as indicated by the foregoing section, in the export trade. In the calendar year 1919 the meat products exported weighed 3,242,603,537 pounds and had a value of \$985,011,330, according to the United States Department of Commerce; exports of meat products in the last calendar year weighed 1,945,660,210 pounds and had a value of only \$287,070,966.

The average value per pound of the exports had dropped from 30.38 cents to 14.75 cents, and the quantity also had been reduced as noted. The shrinkage in value per pound was 16.63 cents, or 51 per cent.; the shrinkage in total value was \$697,940,364 or 70 per cent., and the shrinkage in quantity was 1,296,943,327 pounds or only 40 per cent.

Those figures indicate, even to the casual statistician, what a readjustment of trade and values the meat and live stock industry experienced: in only three years a decrease in exports of more than a half-billion dollars, or 70 per cent., by value; and a decrease of more than a billion and a quarter pounds, or 40 per cent., by weight.

Exports Not Abnormally Small.

It is very easy, however, to forget that the year 1919 and those immediately preceding and following it were not normal years. Accordingly I should like to invite your attention to some export statistics covering the latest period of this year for which they are available and covering the same period not only in 1919 but also in 1913.

Seven months ending Aug. 1.	Quantity.	Value.
1913.....	799,059,455	\$ 92,593,979
1919.....	2,342,740,486	713,865,911
1922.....	991,588,718	138,643,857

Meat Consumption.

In 1919, this country consumed 15,337,000,000 pounds of meat and lard out of the 18,776,000,000 pounds it produced; but in 1921, it consumed 16,838,000,000 pounds out of a smaller production of 18,225,000,000 pounds. As previously hinted, the difference in exports probably accounts largely for this seeming paradox.

Similarly, meat consumption per capita in 1919 was only 150.8 pounds as compared with 156.1 pounds in 1921, but we should not be misled by this apparently increasing tendency. The story is different, as will be seen in another section of this statement, when we come to compare the first half of 1922 with the corresponding period last year. In fact, consumption per capita began to dwindle before 1922 was reached. Consider the following little table:

Year.	Meat consumption U. S. consumption per capita. (pounds).
1919.....	150.8 pounds
1920.....	157.1 pounds
1921.....	156.1 pounds

In connection with consumption changes since the Institute was organized, it may be interesting to note, with respect to each of several years, what percentage of consumption per capita has been made up of each kind of meat. The story can be told in tabular form, thus:

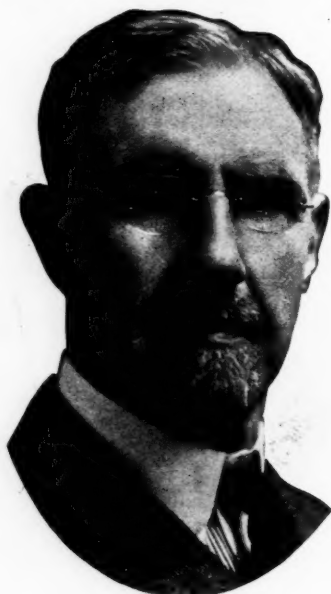
	Consumption per Capita per Pounds	Percentage of Consumption per Capita
	1919 1920 1921	1919 1920 1921
All meats and lard	150.8 157.1 156.1	100 100 100
Beef	57.2 61.1 57.7	37.9 38.9 37.0
Veal	8.2 8.9 8.0	5.4 5.7 5.1
Lamb and mutton	5.8 5.0 6.3	3.8 3.2 4.0
Pork 'excluding lard	67.1 68.9 72.8	44.5 43.9 46.6
Lard	12.4 13.1 11.3	8.2 8.3 7.2

Live Stock Prices.

Native beef cattle were quoted during the week of September 30, 1919, at \$15.60 per hundred pounds, as compared with \$10.55 in the week ending September 30, 1922; hogs (average) at \$17.00, as compared with \$9.25; aged sheep, at \$8.10 as compared with \$5.95; lambs at \$14.50 as compared with \$14.30, and native calves at \$21.10 as compared with \$11.90.

Wholesale Prices of Meat.

In the week of September 30, 1919, the best grade of beef, at Chicago, was selling in the form of dressed steers at 23.5 cents per pound, as compared with 17.5



CHARLES E. HERRICK
(Brennan Packing Company, Chicago)
President-elect of the Institute.

cents during the week of September 30, this year; good carcasses of veal at 29.5 cents then, as compared with 17.50 cents this year; pork loins 38 cents, as compared with 29 cents; leaf lard 29 cents, as compared with 12 cents; spare ribs 19 cents, as compared with 11 cents; fresh skinned pork shoulders 27 cents, as compared with 14 cents; fresh hams 30 cents, as compared with 19 cents; smoked ham 34.8 cents, as compared with 23.6 cents.

Hides and By-products Prices.

Heavy native steer hides were quoted in wholesale markets then at 49 cents a pound, as compared with 22 cents in the corresponding period of this year; light native cow hides at 51 cents, as compared with 19 cents.

Oleo oil was bringing \$28.25 a hundred-weight then, as compared with \$10.625; concentrated tankage (ground) \$6.025 per unit, as compared with \$3.625 this year; edible tallow \$18.75 per hundredweight, as compared with \$7.625.

Cold Storage Stocks.

Stocks of meat in cold storage were much larger at the time of the Institute's first convention than they are now. The latest date for which figures are available

this year is September 1. On September 1, 1919, the United States Department of Agriculture reported cold storage stocks to be 1,149,221,865 pounds. On September 1 of this year they were 845,629,000 pounds. The quantity just mentioned would fill normal national needs for only 16 days, if they were the sole source of supply and immediately available for consumption. As a matter of fact, many of these meats are still in process of cure and hence not yet of consumptive utility.

General.

From the foregoing considerations, it can be seen that ever since the Institute of American Meat Packers was organized, during practically the whole period in which you have honored me with the presidency of our association, the packing industry has been climbing down from the "peak" conditions which war necessities compelled it to surmount. The descent has been very rapid and very steep. Everyone knows that it is easier to fall while running down a hill than while running up a hill. Descent is more dangerous than ascent, and this is true in the case of business.

On a rising market with expanding operations, value automatically is added to inventories, and financial statements make cheerful reading.

On a falling market with contracting operations, the story is different. Goods put into cure from high-priced raw materials are taken out on a lower market. In inventory values shrink as automatically as they rose. It is under such conditions that business receives its severest test.

When one looks back from now to then—from the fall of 1922 to the fall of 1919—he can, if he be a meat packer, take just pride in what his industry has faced and overcome. The statistics cited show how tremendously packing-house values have been decreased; how greatly packing-house exports have declined, both in quantity and value, but particularly in value; how storage stocks have decreased; how consumption per capita at home has refused to take up the stock caused by diminution of exports; and how meat production per capita has declined.

Most of the figures I have cited have been intended to indicate the road our industry has travelled since the Institute was organized, and have been intended particularly to throw light on the spot where we started and the spot where we stand today, so that the changed conditions in the fall of 1922 might be contrasted intelligently with those existing in the fall of 1919, when my incumbency in this office began.

In the next section of this statement, I shall try to analyze present conditions in relation to those prevailing at this time last year and in relation to those formerly prevailing—say in the year of 1913.

II. THIS YEAR—LAST YEAR—BEFORE THE WAR.

Momentary reflection will convince us that the packing industry is in a better position, whatever its present problems may be, than it has held for a number of years. The first big fact is that the levels of meat values have become practically stable. Here and there fluctuations may be out of line, either above or below the general level, but on the whole there seems to be little tendency of having the entire level of meat values shift suddenly and precariously in some unforeseen and incalculable fashion.

I do not mean, of course, that values are what they should be, but I do mean that we seem to have passed the turn when the last reported sales created radically changed values. We can not hail 1922 as a banner year, but it can at least be said that our sales, on the whole, have established a speaking acquaintanceship with our costs plus expenses. Values have become more completely dependable, more nearly stable. Let me give you a few examples:

At Chicago, carcass beef, from prime native steers, declined 10.75 cents between the week of September 30, 1920, and the week of September 30, 1921; but it changed only one-quarter of a cent per pound between the week of September 30, 1921, and the week of September 30, 1922. On beef from good native steers, the figures run 10.25 cents as compared with one-quarter of a cent; on good veal carcasses, a decline of 9.5 cents as compared with an advance of one and one-half cents.

Perhaps a table will bring out the point more emphatically:

Change in Wholesale Price, Week of September 30 to Week of September 30.

HIDES—	1920-21	1921-22	1913-22
Heavy Native Steers.....	\$0.13½	\$0.07½	\$0.02½
Colorados.....	.08	.06½	.00½
Branded Cows.....	.08½	.06	.01½
Light Native Cows.....	.12½	.06½	.00½
PORK (Fresh)—			
Loins.....	.19	.05	.10½
Leaf Lard.....	.10½	.01	.00½
Spare Ribs.....	.12½	.03	.00½
Skinned Shoulders.....	.13½	.01	.01
Hams.....	.11	.00	.03
CARCASS BEEF—			
Prime Native Steers.....	.10½	.00½	.04½
Good Native Steers.....	.10½	.00½	.02½
Medium Steers.....	.08½	.00½	.01½
Good Heifers.....	.10	.01½	.02½
CARCASS VEAL—			
Good Calves.....	.11½	.01½	.00½
BY-PRODUCTS—			
Concentrated Tankage (Ground).....	3.00	.45	1.20
Oleo Oil (Extra).....	.07½	.02½	.00½
Edible Tallow.....	.06	.00½	.00½

Change in Price, Month of September to Month of September.

(September average)—	1920-21	1921-22	1913-22
Native Beef Cattle.....	\$7.05	\$2.20	\$1.55
Native Calves.....	4.50	.85	.65
Aged Sheep.....	2.75	2.20	2.00
Aged Lambs.....	4.50	4.65	6.30
Swine.....	8.30	1.10	.40

Prices and Index Numbers of Beef and Veal During Week of September 30 for

Beef from Prime Nat. Steers	Good Veal Carcasses
1913.....\$0.13½ 100	1913.....\$0.17 100
1919......23½ 177	1919......29½ 174
1920......28 211	1920......25½ 147
1921......17½ 130	1921......16 94
1922......16½ 124	1922......17 100

Prices and Index Numbers of Fresh Pork During Week of September 30 for a Number of Years.

FRESH PORK.	Loins	Leaf Lard	Fresh Hams
1913.....\$0.185 100	\$0.115 100	\$0.16 100	
1919......38 205	.29 253	.30 188	
1920......43 232	.25 205	.30 188	
1921......24 130	.13 113	.19 119	
1922......29 157	.12 105	.19 119	
	Spare Ribs	Shoulders	
1913.....\$0.115 100	\$0.13 100		
1919......19 166	.27 208		
1920......205 178	.265 204		
1921......08 70	.13 100		
1922......11 96	.14 107		

Prices and Index Numbers of Hides During Week of September 30 for a Number of Years.

HIDE PRICES.	Heavy Native Steers	Light Native Cows
1913.....\$0.19½ 100	\$0.18½ 100	
1919......49 257	.51 282	
1920......28 147	.24½ 135	
1921......145 76	.12½ 66	
1922......22 111	.19 105	

Production is Fully Normal.

Moreover, values have not been stabilized by cutting down production. The packers have furnished a spot cash market for all meat animals shipped by the farmer for slaughter. During that part of the year 1922 which has gone, the packer has done a volume of business which is fully normal. The Government's figures covering the number of animals slaughtered in Federally inspected houses fully substantiate this. Here are the latest statistics, furnishing a comparison of the year, almost to date, with the same period last year and in 1913:

Animals Slaughtered Under Federal Inspection January 1 to August 1.

	Cattle	Calves	Sheep	Hogs
1913.....	3,849,981	1,192,356	7,620,645	19,987,060
1921.....	4,216,755	2,322,226	7,303,080	23,909,589
1922.....	4,598,207	2,444,312	6,170,817	24,617,378

As would be expected from these figures, more beef, veal, lard and pork were produced in the first half of 1922 than in the first half of 1921. At least that is true of meat produced under Federal inspection. No comparable figures are available for 1913. The figures for the first half of this year as compared with the first half of last year, follow:

Production of Federally Inspected Meat for First Half-Year.

BEEF.			
Total dressed weight (carcass)	Edible Fats	Edible Offal	Total Edible Product
1921.....1,980,502,339	160,719,000	90,995,000	2,232,216,339
1922.....2,167,706,422	177,448,000	106,862,000	2,452,016,422
VEAL.			
1921.....176,529,250	2,105,000	9,822,000	188,456,250
1922.....178,808,111	2,292,000	12,080,000	193,180,111
LAMB AND MUTTON.			
1921.....245,615,382	16,036,000	10,550,000	272,201,382
1922.....200,876,378	13,528,000	8,134,000	222,538,378
PORK.			
Total dressed weight (carcass)	Lard	Edible Offal	Trimming
1921.....3,653,300,993	667,510,000	103,928,000	161,253,000
1922.....3,731,038,889	816,081,000	108,176,000	210,510,000
1921.....			56,968,000
1922.....			68,859,000

Consumption per capita during the same period has been somewhat disappointing, as you can readily see below:

Consumption per Capita of Federally Inspected Meat (Pounds)				
First Half-Year	Beef and Veal	Pork	Lamb and Mutton	Total
1921.....	21.85	24.29	1.91	48.01
1922.....	20.80	28.31	2.69	51.71

Importance of the Industry.

The changes which have been noted and chronicled in the statistics previously cited should be of interest not only to meat packers but to the general public, for our



C. B. HEINEMANN
(Chicago, Ill.)
Vice-President of the Institute.

industry is of especial national significance.

In the first place, it deals with a highly essential food commodity—one which enters into the plans of the average American family day by day.

In the second place, the meat packing industry is closely related to our social economics. It reflects somewhat the economic condition of the country at any given time and is itself a considerable factor in that condition.

I say that advisedly because the annual production of the packing industry constitutes about seven per cent.—which is a very large ratio in this connection—of the value of all the products turned out annually by all the industries in the United States.

That is size built on service, for the last census figures show that in the packing industry the manufacturing margin, including wages and all production expenses, amounted to only eleven per cent. of the total value of the products.

That should be of decided interest to consumers.

But the census report also shows that "the total cost of raw materials, principally live stock, was \$3,774,901,000, or 88.8 per cent. of the total value of products."

That should be of decided interest to producers.

II. PROGRESS OF THE INSTITUTE

In gauging the progress of the Institute, it is both fair and convenient to use as a measuring yard the objects which this organization was founded to achieve. As stated in our constitution, those objects are as follows:

The institute is organized to secure co-operation among the meat packers of the United States in lawfully furthering and protecting the interests and general welfare of the industry.

To afford a means of co-operation with the Federal and State Governments in all matters of general concern to the industry.

To promote and foster domestic and foreign trade in American meat products.

To promote the public interest and mutual welfare of its members in the study of the arts and sciences connected with the meat packing industry.

To inform and interest the American public as to the economic worth of the meat packing industry.

To encourage co-operation with live stock producers and distributors of meat food products.

What were the conditions facing us with respect to the accomplishment of those purposes, when the Institute was organized? What progress has been made? Answers to these two questions should give us tangible measure of the Institute's achievements—a record covering fundamental advances. Such answers also will cover the subject of our relationships with the live stock producers, and for that reason I shall submit no separate report as chairman of the Institute's Committee to Confer with Live Stock Producers.

Let us now examine the facts, using the objects of the Institute as our unit of appraisal.

"The Institute is organized to secure co-operation among the meat packers of the United States in lawfully furthering and protecting the interests and general welfare of the industry."

Meat Packers' Ass'n Work

Co-operation was a word which the packing industry, at the time the Institute was formed, had not learned to put into effect adequately. Indispensable work in the direction of co-operation, however, had been done by the American Meat Packers' Association.

And I should like to say just here that it is difficult to over-estimate the importance of that work. The men who founded and carried forward the American Meat Packers' Association established the first industrial acquaintanceship in this field. It was their work which made the Institute possible.

Moreover, these men recognized in 1919 that the industry was entering another stage of its development; that unprecedented events and conditions called for a more elaborated organization. They recognized the need of such co-operation as an Institute could afford and inspire.

And they were correct.

There was a need for an organization which could bring about a unity of industrial purpose; that would foster and encourage greater co-operation among the different branches of the industry, from the producers of live stock to the retail distributors of the finished products.

With the organization of the Institute the spirit and plans of the new order took form at once. It was apparent that the packers intended to think and act for the welfare of the industry as a great national institution, rather than as mere aggregations or groups of companies.

The change was sensed immediately. The National Provisioner in its issue giving an official account of the Convention at which organization of the Institute was completed, published an editorial from which the following passage is quoted:

"The tone and temper of the Atlantic City meeting were significant. In the midst of a terrific legislative assault against the industry, at the very moment when the highest legal official of the Government

launched a typically unjust attack on the packers, when the columns of the press everywhere flared with derogatory headlines—there at Atlantic City, in convention assembled, 'big' and 'medium' and 'little' packers together joined in hearty approval of a constructive plan which should unite the producer, the packer and the distributor in co-operative effort, to better conditions for everybody, particularly the consumer."

Co-operation Amongst Packers.

Since the time those words were published, the Institute has done much and undoubtedly will do more "to secure co-operation amongst the meat packers of the United States in lawfully furthering and protecting the interests and general welfare of the industry." I shall be specific in this direction in subsequent portions of this statement. As much as I dislike general assertions, I omit details now because they will come more appropriately later.

"To afford a means of co-operation with the Federal and State Governments in all matters of general concern to the industry."

Great progress has been made, and substantial public benefits have accrued, in establishing co-operation with the Government. This co-operation has been carried on by several branches of the Institute, including particularly the Washington Office, the Legal Committee and the Committee to Confer with Government Officials.

The Institute never has believed that controversy should prevent or even hinder co-operation along constructive and non-controversial lines between those who are at issue with each other. On this theory, the Institute, along with other organizations and member companies of other industries, more than two years ago gave generous co-operation to national and local officials handling the so-called high-cost-of-living activities of the Federal Government. I refer particularly to the forequarter campaign. The impetus of that campaign is still felt vigorously today after the lapse of several years. Publicity given then to the value and economy of forequarter meats stirred constructive discussions and efforts which have not yet ceased.

When the Government and those co-operating with it stopped most of their activities, the Institute carried on; the retailers' effort also was continued; and today, partly because of our co-operation with the United States Government, there is a better appreciation of forequarter cuts, the consumer is getting more for her meat dollar, the retailer has effected an economy through elimination of avoidable waste and shrinkage caused by slow turn-over; and the farmer's meat animal as a whole has a higher value than would be the case if parts of it were subjected to the same adverse discrimination and prejudice that prevailed a few years ago. There is still much educational work to be done on forequarter meats, of course, but much already has been accomplished.

Work With Federal Officials

The Institute, through its Traffic Committee, its vice-president at headquarters, and otherwise, also has co-operated intelligently with the Interstate Commerce Commission regarding transportation conditions and difficulties in the packing industry. Information has been furnished to the Commission, and the Commission has rendered legitimate assistance to the industry in emergencies of one sort and another. The needs of some member companies with respect to refrigerator cars have been handled by the Institute with the Commission, and the needs of other companies with respect to coal have been handled by the Institute with the Commission and with the Department of Commerce.

The Institute also has co-operated with the Bureau of Animal Industry, the Bureau of Markets, now the Bureau of Agricultural Economics, and other Bureaus of the

United States Department of Agriculture, in constructive ways tending to result in benefit to the industry and to the public. Such co-operation will be reported to you by the Committee Chairman responsible for it. It has ranged from representations adverse to material or regulations issued by the Bureaus to modifications in the practice of packing companies at the suggestion of the Bureaus.

It would not be fair to pass without acknowledging the debt which the packing industry, as well as the public, owes to some of these Bureaus for the constructive action they have taken on problems affecting the man who sells meat and the woman who buys it.

At the present moment, it is announced, the United States Bureau of Agricultural Economics and Northwestern University are engaged on a constructive research study of the retail merchandising of meat. Model systems of simple accounts have been prepared, and will be installed, and the study carried forward by returns from those keeping the model accounts.

Members and officials of the Institute, including the President, contributed information and practical counsel to the best of their capability to the President's Agricultural Conference, as arranged by



W. W. WOODS

(Chicago, Ill.)

Secretary of the Institute and Vice-President-elect.

the United States Secretary of Agriculture; to the studies made by the Joint Commission on Agricultural Inquiry, and to the constructive efforts of other Governmental agencies.

A delegation including representatives of the Committee on Nutrition, the Bureau of Public Relations and the Washington Office of the Institute personally made representations to the Secretary of the United States Department of Agriculture questioning the accuracy and fairness of some statements concerning meat made by the Department in material published some time previously but at that date still issued. The committee received a fair hearing and a just consideration of its representations.

It is only fair to state that the industry has since seen no occasion to justify representations. Moreover, a great deal of constructive and correct information concerning meat has been issued by the Department both before and since that time.

Packers and Stockyards Act.

Seven days after we assembled in this hotel last year, the President of the United States signed the Packers and Stockyards Act, which thereby became a part of the law of the land. For nearly a year, the packing industry has been operating under that Act. I believe that I am within accu-

racy in saying that the packing industry has given the Packers and Stockyards Administration full measure of co-operation.

Last year, in addressing you and commenting on the prospect that the Act certainly would become law, I expressed for the packing industry a hope that it would "be fairly and intelligently administered." It is nothing more than just at this time to state that, in my opinion, the Act has been administered fairly, intelligently, without fear or favoritism.

At this point and hereafter, permit me, in discussing them, as a matter of convenience, to change the sequence in which the objects of the Institute are enumerated.

"To encourage co-operation with live stock producers and distributors of meat food products."

That purpose of the Institute is, in part at least, one which the industry for years has sought to achieve. To appreciate the progress we have made toward its accomplishment we must compare the relations existing now between packer and retailer and between packer and producer, with the relations existing when the Institute was organized. Consider our relations with the producers.

At the Convention of 1919, when the founding of the Institute was completed, the Executive Committee's annual report made this crisp summary of the relations between the live stock and the meat packing industries:

"During the last year it has been found impossible to discuss with the producers of live stock problems common to both themselves and the packing industry."

Representing the Institute.

Enumeration of all of the activities of the President of the Institute in conference with live stock producers would be tedious. It is sufficient at this point to say that in the course of the year now closing the President of the Institute personally has represented our association at a number of important assemblies of live stock producers.

Among the invitations he has accepted was one to address the Convention of the American National Live Stock Association at Colorado Springs on January 12. The introduction by which President Kendrick presented your official representative to the convention left no doubt of the progress which has been made toward cordial and constructive relationships between producers and packers. The reception which the members of the American National Live Stock Association accorded to your spokesman on that occasion was cordial testimony to similar effect.

In the same month, the President of the Institute personally accepted an invitation from the United States Secretary of Agriculture to participate in the National Agricultural Conference called at the instance of the President. While there he voiced the viewpoint of the Institute on the matters under consideration, and this viewpoint received earnest attention both by the conferees and the press of the nation.

On March 15, the President of the Institute, responding to official invitation, addressed the Convention of the Texas and Southwestern Cattle Raisers' Association. His reception there confirmed previous evidences of a new spirit of co-operation between the live stock producers, represented by their association, and the meat packing industry, represented by the Institute.

The President of the Institute also has attended other meetings of live stock producers, including numerous sessions of the National Live Stock and Meat Board.

Packer and Producer Together

Today, packer and producer appreciate the importance of co-operating on common problems and are doing so. We have the pleasure of having with us today as our guests a number of distinguished leaders

of the live stock industry. I am glad, indeed, to welcome them here and to tell them we recognize, as they do, the necessity of co-operation among the different factors of the industry. We recognize, gentlemen, that in the long run there can be no such thing as a successful packing industry without a successful live stock industry. We recognize many common interests, and we are frankly glad—and believe you should be equally glad—to work together for the good of the entire meat and live stock industry and the best service to the public.

In addition to assuring our producer friends here that we wish to co-operate with them, we are proving elsewhere by working with them, in co-operation on one of the biggest problems of our common industry—the problem of increasing meat consumption per capita.

I refer specifically to the National Live Stock and Meat Board, which I shall discuss later in slightly greater detail. Consider now our relations with the retailers, at present and in 1919.

In 1919, we had no sympathetic co-operation with the retailer except to sell him meat—and this was done by the individual companies rather than by the Institute.

It is true that the Bureau of Public Relations of the American Meat Packers' Association had established contact with some of the retail officials and was engaged with these officials in several joint enterprises in educational publicity.

But, generally speaking, we had not appreciated fully the importance of retailers in the aggregate; the fact that they buy practically all the meat we sell and the fact that they come into contact several times a week with every one of our ultimate consumers—the housewives of America. Perhaps we had not fully appreciated what an important factor the retailer constituted in our public relations, in the merchandising of our products, and in influencing meat consumption per capita.

Today we have very close co-operation with thousands of dealers. Meat Councils are in operation in eleven cities stretching from coast to coast. Some are weak and some are strong, but collectively they constitute a significant development and one which has been of valuable service to the public. Our individual relations with the retailers will be reported to you in detail by other speakers.

Let me now draw your earnest attention to the National Live Stock and Meat Board. The purpose of this organization is to increase meat consumption. It is composed of two members representing the packing industry, two members representing the commission men, two members representing the retailers and eleven members representing the live stock producers. The officials are:

Howard Leonard, Chairman,
Thomas E. Wilson, Vice-Chairman.
W. J. Carmichael, Secretary,
Everett C. Brown, Treasurer.

The members of the Board and the organizations they represent are:

Producers.

American Live Stock Association:
C. M. O'Donel,
E. L. Burke.
National Swine Growers' Association:
Fred H. Moore,
W. J. Carmichael.
National Wool Growers' Association:
F. R. Marshall.
American Farm Bureau Federation:
Howard Leonard,
J. W. Coverdale.
Texas & Southwestern Cattle Raisers Association:
E. B. Spiller.
Corn Belt Meat Producers' Association:
R. M. Gunn.
Kansas Live Stock Association:
J. H. Mercer.
National Society of Record Associations:
J. L. Tormey.

Packers.

Institute of American Meat Packers:
Thomas E. Wilson,
F. Edson White.

Commission Men.

National Live Stock Exchange:
Everett C. Brown,
W. B. Tagg.

Retailers of Meat.

United Master Butchers of America:
John T. Russell.
National Association of Retail Grocers:
H. C. Balsiger.

For the first time, representatives of the entire meat and live stock industry—producers, commission men, packers and retailers—are co-operating constructively on common problems through a joint organization.

Mr. Burke, Mr. Carmichael, Mr. O'Donel, Mr. Brown, Mr. Tagg, Mr. Russell and other members of the Board have labored hard and successfully to bring it into existence. It is now operating.

Supporting Meat Board.

But it needs greater support. It needs your support. Shippers are paying five cents a car on each carload of live stock sent to market and packers are paying at



JOHN T. AGAR
(Wm. Davies Co., Inc., Chicago)
Treasurer of the Institute.

the rate of five cents a car. Collections are made by the exchanges.

If you are doing business where there is no exchange or where the exchange is not making the collection I earnestly urge you to deduct from your remittances to shippers five cents per car and to put with the amount deducted five cents per car, and transmit the whole sum to Mr. Carmichael. If you want printed slips or other material to be mailed to your shippers giving them information about the Board and its plan, as well as about the collection, write to Mr. W. J. Carmichael, Old Colony Building, Chicago.

The Board deserves your support. Its personnel proves in a nutshell that the Institute has made great progress in its Constitutional purpose "to encourage co-operation with livestock producers and distributors of meat food products."

Moreover, it serves as a splendid example of what may be accomplished in the future by thorough co-operation with these important branches of the industry along all lines of common interest.

"To promote and foster domestic and foreign trade in American meat products,"

The Institute is known across the waters for what it is and for what it has accomplished. It has helped to standardize foreign trade terms definitions; has helped to ob-

tain modification of bills of lading in connection with ocean freights, has rendered important services to its exporting members engaged in domestic trade only; has on critical occasions enabled American meat packers to present a unified policy in connection with foreign issues; has, by sending a committee abroad, obtained modification of trading rules which were adverse to the interests of American packers; has made public the facts, which involved no blame to the American packers, regarding pork stocks requisitioned in England and later placed on the market; has disseminated abroad a certain amount of educational material concerning the packing industry; and has reviewed for its membership and others from time to time the factors entering into the European markets.

Those are some of the things the Institute has done to foster foreign trade. To promote domestic trade it has engaged in many and varied activities, which will be reported to you by the various committees and by the resident staff of the Institute.

Aiding Domestic Trade.

Among these efforts may be mentioned the merchandising work done in co-operation with the meat councils, such as the ham campaign, the sausage campaign, the special cuts campaign and demonstrations; as well as the co-operative nutritional advertising furnished to members; the meat advertising and window posters furnished to dealers; the hundreds of thousands of copies of various booklets about meat, its food value, its healthfulness and its uses, furnished to members, dietists, home economists, physicians, household editors, college professors, and others; the merchandising studies stimulated in co-operation with the meat councils; articles on good merchandising for the trade press; co-operation with educational institutions looking toward improved merchandising and improved meat cutting; market advice to the public regarding the price of meats and special bargains, et cetera, et cetera.

The fact is that these phases of the Institute's work, which involves the application of publicity to both nutrition and merchandising, have received heavy emphasis during the last year, and the great progress made is therefore not unexpected.

"To inform and interest the American public as to the economic worth of the meat packing industry."

To detail this aspect of the Institute's work would be a task hopeless of accomplishment within any reasonable space or length of time. We have developed our educational publicity very rapidly and very broadly.

To detail this aspect of the Institute's work would be a task hopeless of accomplishment within any reasonable space or length of time. We have developed our educational publicity very broadly.

Public Relations Bureau Staff.

The staff of the Bureau of Public Relations now includes three trained educational publicists, a statistician, a home economist of high rank, one of the foremost nutrition specialists in the United States and a merchandising expert. Its educational work, including its several publications, makes provision for general and technical press; markets and agricultural publications; live stock leaders of other representative groups; medical leaders; household editors; colleges; retail merchants; home economists, and men and women in kindred professions.

The policy of this work has been to stand on the facts. It is based on the theory that ultimately the facts can be established and that the facts are with the industry. We can well afford to cling to this policy. I shall not attempt to give you the details of how we have executed it but shall remind you instead that the results speak for themselves.

"To promote the public interest and mutual welfare of its members in the study

of the arts and sciences connected with the meat packing industry."

Gentlemen of the Convention, the adequate accomplishment of that purpose means entrance into another stage of the development of the Institute and of the industry. A plan of procedure was considered by the Executive Committee, and, in accordance with their order, was transmitted to you for your action at this Convention.

Institute Plan.

That plan would, if made effective, materially enlarge the Institute's sphere of usefulness. Let us not forget, however, that the Institute's effective operations already have proven of invaluable aid in influencing constructively the general policies of the industry; and when further organized and operated on a basis commensurate with an industry so important as ours, the Institute will become a greater factor in shaping the development and destiny of the meat packing industry.

This is not to say that a full programme of the kind stated in the proposed Institute Plan can be achieved this week, or this year or next year or in the next several years. Nor is it my intention to imply in any way that the Institute has failed to live up to its current possibilities.

On the contrary, it always has kept abreast of its opportunities, pressing its development forward as fast as circumstances permitted. It is functioning broadly and vigorously, as at present organized, and will continue so to function, serving the industry valuably day by day, growing, increasing its effectiveness and strengthening its service.

But considerations pertaining to the future also deserve thought. The foundations of a larger service, of a greater Institute, should be laid. On these foundations we can build solidly and surely for the future, building as fast as circumstances permit and as slowly as wisdom demands; building for industry, for those who come after us and for the public whom we serve. However, as this subject is to be presented fully and discussed by the Institute during its deliberations, I shall refrain from further discussion at this time.

Except for analysis of existing practice and complications of some of the existing information, the Institute has done little to promote the "study of the arts and sciences connected with the meat packing industry."

In other directions, the Institute has made rapid progress toward achieving the objects for which it was organized. It now faces the possibility of advancing into another stage. Whether it shall do so is for you to say, and I leave the subject for your later consideration and action.

III. CONCLUSION.

Let me say now that I am sincerely grateful to you for honoring me with the presidency of the Institute during the three first years of its existence. My gratitude also is due, as well as being sincerely felt, to the directors, officials and committeemen of the Institute. They have co-operated with the President and the organization loyally and energetically. They have given their time and their effort in unstinted measure, often at the expense of their personal or business convenience.

Their fidelity and their activity have strengthened the whole fabric of the Institute.

It is impossible, in the space and time which an address of this sort should take, to enumerate specifically those things which already have been achieved by the various committees or to state in detail the great possibilities for additional accomplishments which these committees have within their powers, and within their plans. Suffice it to say that no Institute Committee has been created which does not bear an important relation to the proper purposes of the Institute. I am quite sure that a brief review of the committee work by any Institute member would confirm my assertion.

Needless to say, I appreciate deeply the support I have had from the membership. Your encouragement and fidelity have been highly inspiring to me and have made the growth of the Institute possible.

A Word of Appreciation.

Let me say, too, that I sincerely appreciate the efforts and faithfulness of the working staff of the Institute—at Chicago, at Washington, at New York. They have performed their duties as duties are performed only by men who love their work. This working morale has extended from top to bottom and from bottom to top, and in bearing witness to it, I mean my testimony to embrace every worker in the Institute organization, including those in the clerical branches. I extend to the whole resident staff my honest thanks.

I have given to the Institute freely of my time, my interest—my affection, I think I may say without being thought a sentimentalist—and of whatever capability I have. I have tried to administer our association wisely and justly; to be fair and to turn over to the direction of my successor an organization which not only has contributed to the defense and development and standing of the packing business but which also has given an industrial consciousness, a purposeful unity and a higher ambition to the largest industry in the United States.

It is my hope that the Institute may continue to go forward constantly, ever building up a greater industry and continually striving to render greater service.

(Following the reading of the President's address, the members stood, amid great applause.)

PRESIDENT WILSON: I thank you, gentlemen.

The next order of business, gentlemen, is an address from our Vice President, Mr. Heinemann. (Applause.)

Report of the Vice President

MR. C. B. HEINEMANN: Mr. Chairman and gentlemen:

The report of the vice president will be brief. I told you last year that I really had nothing to do. The members honor me by donating the services of the most capable men that could be found in any industry in the United States, and I utilize their service to the utmost. We

have on committees men without an equal in any industry in this country or any other. We use those committees, as you may have observed.

During the year a number of memberships were dropped, some for one reason and another, but notwithstanding this we have held the organization intact and have shown a gain of twenty-one members. I reported to you last year 244 real honest-to-goodness members, and today we have 265, so that regardless of the financial storm that may have been over us, we have pulled through the year in nice shape. We held our organization within our financial limits, and have come through with a small surplus, and with all of our work right up to the moment.

I want to express appreciation in behalf of the staff for the co-operation which our worthy President has given to us. You gentlemen can have no idea of the call that has been made on his services. We called him at his office, we bothered him at his office, we have called him at his home, we called him at his farm, and I have yet to hear from him an impatient word. He is always willing to give us such time as was necessary to get the work out for the best of the organization.

Gentlemen, I could not give you more details regarding the work of the Institute without detracting from the reports of some of our very capable committeemen, which will be given to you in due course during the convention, so I will let them speak for themselves. I thank you. (Applause.)

PRESIDENT WILSON: The next order of business would be the annual report of the Treasurer. The finances of the Institute will be properly audited, and the treasurer's report will be submitted to you in print at a later date.

Committee's Named.

I would like to appoint the following committees, which is our next order of business:

Nominating Committee: A. D. White, Chicago, chairman; Myron McMillan, St. Paul, Minn.; A. T. Rohe, New York; G. Harvey Nuckolls, Pueblo, Colo.; J. B. McCrea, Cleveland, O.

Obituary Committee: L. H. Guthery, Marion, O., chairman; F. E. Luley, St. Paul; E. D. Henneberry, Pittsburg, Kas.;



THE INSTITUTE IN SESSION

President Wilson with Vice-President-elect J. C. Dold at his right and Vice-President Howard R. Smith of Baltimore at his left.

E. F. Rath, Waterloo, Ia.; C. H. Ogden, Pittsburgh, Pa.

Resolutions Committee: R. F. Eagle, Chicago, chairman; Joseph Kurde, Baltimore; J. J. Felin, Philadelphia; George L. Heil, St. Louis, and D. G. Madden, Knoxville, Tenn.

PRESIDENT WILSON: The Silver Jubilee badges will be obtainable at the office in the lobby, just outside the door, and we hope that immediately after this session those who are entitled to them will stop and obtain them. They are in the same form as those of last year, and we would like to have the people take advantage of them and secure them this morning if possible.

This afternoon's session must start promptly at 1:30. Vice President G. Harvey Nuckolls will preside at that meeting, and all speakers are requested to limit their addresses to the time shown, so that the program may be carried out as scheduled.

Members who have resolutions to bring before the convention should present them to the chairman of the Resolutions Committee not later than 6 o'clock p. m. today. All resolutions should clear through the committee, so that there shall be no confusion or duplication.

As a special request, Mr. F. J. Michel, secretary of the Near-East Relief, wants to express the thanks of his organization for the support given by our members, and as we have time we will ask Mr. Michel to say what he has to say at this time. (Mr. Michel spoke, and adjournment was taken for luncheon.)

AFTERNOON SESSION.

CHAIRMAN NUCKOLLS: The first number on the program is: "Some of the Educational and Research Activities of the Institute." This number will be handled by Mr. Woods. Mr. Woods, you have the floor.

MR. W. W. WOODS: Mr. Chairman, Mr. President and gentlemen: I have no doubt other speakers will tell you very truthfully it is a great pleasure to talk to this audience. You see it is more than a pleasure, it is a privilege; it is a sort of a grand and glorious feeling when a man has 250 bosses, to see them all sitting out in front of him, and be able to talk to them, knowing that they cannot talk back to him. But I am extremely glad to have this personal contact with you.

Fortunately, however, I do not conceive my mission here as an attempt at speech-making. For the next hour, indeed, you will hear no speeches, only plain talks with a few pictures about what some of us hired hands have been doing. The next sixty minutes have been given over to the help. That period will be devoted to a presentation of the types of work done by the Bureau of Public Relations.

Public Relations Work.

It is our hope that you will not be misled by the name of your Bureau. There was a time when the Bureau of Public Relations confined its work to relations with the public; to educational publicity. That time long since has passed.

The Bureau has outgrown its name. Its activities include and for more than a year have included the general fields of public relations; nutrition; home economics, retail merchandising, research or education on local delivery problems, industrial statistics, special investigative and executive work on livestock handling losses and so forth. It seems to me that you should know all the men who are carrying on this work for you.

The Public Relations work has been done by Mr. Wesley Hardenbergh, Mr. Leo C. Moser, who is relatively a newcomer, and I. I shall ask Mr. Hardenbergh later to tell you and show you in detail some of the types of activities carried on. This phase of the work has been done under the direction and poli-

cies of the Committee on Public Relations, of which Mr. G. F. Swift, Jr., is chairman.

The nutrition work of the Bureau has been done by Dr. E. B. Forbes, whom I shall ask to tell you of it in more specific fashion. I know you will regret to know that Dr. Forbes is leaving us to accept a place as head of the Institute of Animal Nutrition at Pennsylvania State College. Dr. Forbes leaves with us his best wishes, and I feel sure he takes with him ours. The position which he accepts at Pennsylvania State College is one of the outstanding posts in the field of nutrition in the whole world. His successor at the Institute will be named very soon. This part of the Bureau's work has been prosecuted with the counsel and under the policies of the Committee on Nutrition, of which Mr. W. D. Richardson is chairman.

Miss Gudrun Carlson is conducting the Home Economics Division of the Bureau of Public Relations. She will tell you in a concrete way of the sorts of things she is doing for your industry.

Mr. B. J. Martin has been assigned to the research and educative work on local delivery problems carried on by the Bureau with the guidance and under the

the right man for the job could be found. We now have found several men well qualified for the work. Meanwhile, it has been kept going, being carried on under the guidance and policies of the Committee to Confer with Retail Dealers and Trade Associations, of which Mr. John A. Hawkins is chairman.

Those to whom I have assigned time will instance to you sufficient concrete examples to indicate the types of work the Bureau of Public Relations is doing in its various divisions. But there are two or three research projects with which the Bureau is engaged that should be mentioned here.

Delivery Costs Analyzed.

One is the research on local delivery problems which the Bureau assigned a man at the request of Mr. Mayer. This man—Mr. Martin—has been devoting all of his time to this problem under Mr. Mayer's guidance. Data covering horse and motor costs on probably eighty per cent of all the automobiles and wagons used in the packing industry are either in hand or in immediate prospect. The results that will accrue when this material has been analyzed will be of distinct practical value.

This project is a story in itself, and I assume that Mr. Mayer will tell you of it. I do not want to touch it here, and have mentioned it only to illustrate one way in which the Bureau has placed its personnel at the disposal of the committees.

Another type of co-operation I should like to exemplify is that of the Bureau with that of other organizations. For example, it has long been apparent that there is a need of a merchandising manual for retailers. The cost of preparing and distributing such a volume, however, was too great for the Bureau's budget. Representations, however, were made to the National Association of Meat Councils, and that organization is today preparing a manual for retail meat dealers and will distribute 50,000 copies of it to dealers. It will be financed by advertisements of equipment for retail stores. Since such work will give a real impetus to better merchandising, it is only fair to state that the idea was presented to the Bureau for transmission to the National Association of Meat Councils by Mr. William Laughlin, and that the details of the plan were worked out by Mr. Laughlin, Mr. E. S. LaBart, Mr. A. D. White and Mr. C. W. Myers.

While I want to stick to generalizations so as to avoid any thought that what I am saying constitutes a report, since I have made no attempt to summarize concretely what we have done, but have assigned that duty to other members of the Bureau, yet there is one other example of the kind of work done or stimulated by the Bureau under direction of the President of the Institute and the Chairman of the Committee to Confer with Retail Dealers and Trade Associations.

Study of Economical Merchandising.

It was felt that any movement toward better and more economical merchandising of meat at retail would be beneficial to the packing industry also. Accordingly, in co-operation with the National Association of Meat Councils, this necessity was brought to the attention of the Bureau's Business Research of Northwestern University and the United States Department of Agriculture. These two agencies in co-operation have prepared a number of systems of model accounts for various sizes and styles of retail meat stores, and are about to begin installations of these systems as a preliminary to a thorough going and constructive merchandising study and analysis. With two such agencies vigorously behind a movement for improved merchandising of meat, who can doubt that much progress will be achieved?

In order that you may have a first-hand presentation of what has been done and what is planned, the President of the Institute has invited a gentleman personally identified with the direction of the scheme to talk to you.



GUSTAV BISCHOFF, JR.
(St. Louis Independent Packing Co.)
Vice-President-elect.

policies of the Committee on Local Deliveries, of which Mr. Oscar G. Mayer is chairman.

The publicity and investigative work on livestock handling losses, conducted by the Bureau with the guidance and under the policies of the committee on that subject, of which Mr. R. W. Carter is chairman, has been carried on largely by Mr. Hardenbergh and myself.

It should be assigned in the future, however, to the man doing investigative and educative work on livestock handling losses, since the two kinds of work require the same sort of man.

The statistical work, which is well founded, and holds great promise of development, is handled by Miss Mary Slater. The groundwork was organized by Mr. Hardenbergh and the formulation of the data have been developed under his direction. Miss Slater also handles the division of speakers and exhibits.

Several eligible men, one or two of them prominent as well as able, are available for the retail merchandising work, which has been carried on for a while without a special man in charge of it in the Bureau. Mr. Hardenbergh and I have carried this work on between us until exactly

With the permission of the Chairman I should like to allot an agreed portion of the time assigned to this feature of the program to one of the outstanding statisticians on merchandising analysis of the United States, and introduce to you Professor Horace Secrist, Director of the Bureau of Business Research of Northwestern University. (Applause.)

Retail Merchandizing

PROF. HORACE SECRIST: Mr. Chairman, members of the Institute of American Meat Packers: Your President and Mr. Woods have invited me here to briefly recount to you what has been done in joint undertakings between the Northwestern University Bureau of Business Research, the Department of Agriculture, various meat councils, and the Institute in this research work, of which Mr. Woods speaks, that is, that piece of research which is directed towards better merchandizing on the part of the retailer, which will come about from his first introducing in his own particular plant uniform and essentially sound systems of accounts, and second, which will come from an analysis of these accounts in sufficient quantity over the country to establish a yardstick or standard by which he may gauge his own operating cost, by which he may make improvements, which will put him in a position whereby he can measure his own status, his own position relative to that of his competitors.

There are very many very excellent results which will come from such an undertaking. In the few minutes which I have to talk, I can only point out a few of those whereby to make plain the point of view with which this work was begun by Northwestern University and the Department of Agriculture in co-operation.

Business Research at Northwestern.

Just a word, if you will, respecting the Bureau of Business Research of Northwestern University. I mention it because of the fact that you must get information about the amount of research work which is now being undertaken by such institutions as Northwestern and Harvard and other educational institutions in the field of retail merchandizing, and for the reason that you must know something about this particular institution.

The Bureau of Business Research of Northwestern was organized in 1919 as an integral part of the university. Its purpose is very clear. We have been teaching business in the school of commerce for years, and we believed that we could not only teach business, but that we could make a research of the underlying fundamental principles in business, and be of distinctive service in formulating principles on which business is carried out, and what we need in order to determine this is great masses of information similar to those which we have in the insurance field for the determination of risks, and if we have those facts comparable in character, we can establish not only certain principles of business standards, business success and failure, but that we can be of inestimable value to the individual business man in running his own particular business.

Now, it was with that feeling I think, that such work of that sort was worth while, that something less than two years ago certain people in Chicago associated with the meat packing industry made overtures to the Bureau of Business Research to see in what way the University, operating through its Bureau with all its specialized staff could be of service to the particular industry. At that time we had just begun a nationwide study of the cost of distributing clothes, upon which we have now spent three years of time and published an enormous amount of material. I have formulated in a general way what I thought we could do, and that we would present it at an appropriate time before the convention of the Institute of American Meat Packers. Two years, however, elapsed when

finally word came that they thought they were ready for us to undertake this particular study.

Must Have Uniform Accounts.

In surveying the field it immediately is patent that little or nothing could be done in a comparable statement—a comparative study, rather of the meat distributing industry on the retail side without first having a uniform system of accounts, so that people would be distributing their expenses in the same way, and that there would be one common underlying language which would permeate the retail field.

With that knowledge in mind, it only took us a little while to determine that the Bureau of Business Research, with the Department of Agriculture, whose interests had been secured in this, should begin the task of developing systems of bookkeeping records or of accounts which would be suitable to the small, to the medium and to the large retail meat establishments.

It took us some time to prepare those systems of accounts, graduated in form, but I am happy to say that systems have been prepared that are now being printed by the Department of Agriculture, and

a comparable character, by which to furnish the retail meat dealer a yardstick not only of what his expenses are, but what his expenses should be, in comparison with those of the trade as a whole, and to suggest to him ways of improving his method, to increase turnover, and to satisfy the thing which he has to satisfy, namely, the distribution of meat according to the reasonable standpoint of reasonable service. The installations are being provided for.

To Secure Individual Records.

The next step following the installations is to get reports from the respective meat buyers back into some central place, whereby they may compare and study, for, as I told you a few moments ago, there is no question but what an individual's independent record as a meat dealer, while it has great merit within itself, allowing him to compare last month with this month and the preceding month with last month, etc., has limited value from that point of view. It is only when he can put his own experience up against those of his competitors and get a yardstick or measure by which he may determine the reasonableness of his own particular methods of doing business; it is only when that condition obtains that he gets the maximum value out of this particular thing, so that the records of those respective meat dealers should come and it is hoped that they will, to some central body like the university.

The identity of the individual is not divulged in the slightest degree, but these individual records will be, we feel, of tremendous advantage to the retailer. It will come in a cold, scientific, dispassionate way, and we will analyze all of this mass of material, made up of independent parts, and give it back to the retailer in a form which he can understand, and in a method by which he can compare his own records with those which competitors in the trade have made.

It will take at least a year in my judgment to accumulate sufficient evidence so that we will be able to furnish satisfactory and unquestionably true and scientific answers to these questions of retail distribution. There will be provided at least 500 sets of these forms. It is hoped that we will have at least five men in the field, giving their entire time to the installation. The Department of Agriculture has pledged itself to turn over office space in the city of Chicago at its office for the receipt of these materials that are to be transferred to Northwestern university for the purpose of analysis. Everything will be in code. There will be no possible means of identifying a particular establishment's return, so that as they accumulate according to a uniform system of accounts every one handling their accounts in the same way, there will be a body of material at the end of a year which will make it possible for us, acting in co-operation with the Department of Agriculture, to give the retail meat dealer the facts which are necessary to put him in the proper light before the public.

May I be permitted to say one word more, Mr. Chairman?

MR. NUCKOLLS: Yes.

PROF. SECRIST: I happened to be called in last spring, because of my connection with the Bureau at Washington, at the Joint Commission of Agricultural Inquiry to advise with them with respect to their report on marketing and distribution. I wish to say in just a word that there were four or five lines of retailing in the United States, the records of which and the reports of which the Joint Agricultural inquiry took at face value, and those were the retail fields that had been studied by Harvard university, including shoes and hardware and groceries and jewelry, and so forth, and the single field treated by Northwestern university, clothing, and it was estimated, and in my judg-



HOWARD R. SMITH
(Shafer & Co., Inc., Baltimore, Md.)
Retiring Vice-President.

that they will be ready for general distribution, so far as the explanations are concerned, about October 15th, it is hoped, and the accounting systems which go with them will be ready for general use and installation on or about November 10th.

Let me summarize very briefly then. There will be ready records on November 15th, and uniform statements which merchants in the retail meat field can use, covering the underlying principles of account distribution for that field. There will be not only the statement, but there will be the actual forms for installation.

Now, it is hoped, and as a matter of fact, it is intended, that following November 15th or thereabouts, the Department of Agriculture, through its Bureau of Markets, now recreated into the Department of Economics, or the Bureau of Agricultural Economics, will put their own accountants into the field for the purpose of installing in retail meat establishments those records. It is also hoped, in order that this joint effort may be truly joint, that ways and means will be found whereby the Bureau of Business Research, which is responsible for this particular system of accounts, will be privileged likewise to put its field men into the field to supervise the installations, so that within a year we will have sufficient evidence of

ment they were not absolutely demonstrably sound and scientific facts from the whole field of retail distribution. If they had been, I am quite content to believe that there would not have been the same mistaken judgment with respect to profiteering, and so on, that has covered this country. There are many advantages to accrue from this.

Need Support of Packers.

I wanted just a few minutes. I am glad of this opportunity to have had just a few minutes to tell you about the stage at which the study of retail distribution cost has been developed. We have gone so far, and the question of how far we can go will depend in large part upon the active co-operation and support which is given to the undertaking by the Institute of American Meat Packers. (Applause.)

MR. WOODS: Mr. Chairman, we have heard from Prof. Secrist.

When a woman buys her meat from a merchant, of course it is a distinct advantage to her to know how to prepare it, to know a variety of uses for it, to know how to buy it wisely, to select it intelligently, and with this thought in view, we have established, as you know, a division of Home Economics, which makes the connecting link between the chemist's laboratory and the housewife's kitchen door. If I may, I should like to assign ten minutes of the time allotted to the Bureau to Miss Gudrun Carlson, who is in charge of that Division. (Applause.)

Work on Home Economics

MISS GUDRUN CARLSON: I know that you are going to ask three questions immediately, and so I am going to forestall your questions. One, probably, why have we decided to take up the work along the home economic line. Mr. Woods started to explain that for me.

Secondly, how are we going to do this work, and third, just what results can you expect from such a department? You are all familiar with some work that home economics has done through schools, colleges, extension departments, women's clubs and other agencies. You know that that work has progressed so rapidly that this summer in August the American Home Economics Association, at its meeting in Portland, Oregon, represented about 30,000 women that had graduated from colleges with degrees, and there were a great many thousands besides who had only taken some courses and not finished a degree.

Must Co-operate with Schools.

You know that women buy the major part of the food, almost all of the food of the country, and you wish to appeal to them to get their trade. That is perfectly natural. But on the other side, all of these women that I have just mentioned are urging the women how to buy and what to buy. There are two forces at work, business men such as you trying to influence the housewife, and the home economics people from the educational side, trying to influence them in a way they think is right. There is no reason why these two forces should not be harmonized, and that is the reason, I think, that the Institute has organized its Home Economics Department.

It is difficult in just ten minutes to go into all the details of the work that we have done, and for that reason I have outlined in chart form the things that we are trying to do.

(At this point Miss Carlson explained the chart referred to in detail.)

I think you will probably all feel it is only fair to give the Department a few months to get this work on its feet, and I hope the work will be so effective in its results in showing the women buyers of the country what you are doing, that you will feel that great benefit has resulted from having this Department. (Applause.)

MR. WOODS: Miss Carlson has been using in her work a moving picture film of about two and a half minutes duration, and that will be shown now and should be

construed as part of her part of the program.

(The film referred to was here shown.)
MR. WOODS: Mr. Chairman, the Bureau has felt, and the Institute has approved, that it is not enough for the housewife to know how to market wisely and to cook well, but it is also necessary for the sake of an increased meat consumption for everyone to know what meat is, and that of course can be told only by the nutritional specialist.

I might inject right here, that the Chairman has asked me to say that because we started a few minutes late, and because of the necessity for getting through the program this afternoon, the remaining speakers on the entire program are requested to confine themselves to their time. This has no particular reference to any particular speaker, but to all of them.

Work of Nutrition Bureau

So, with the thought of finding out what meat is, and telling the world about it, we have had the good fortune to have had, and to have now, directing the Nutrition Bureau of the Institute, Dr. E. B. Forbes.

DR. E. B. FORBES: Mr. Chairman, from the time of the Convention a year



J. C. DOLD
(Jacob Dold Packing Co., Buffalo, N. Y.)
Vice-President-elect.

ago, until the first of January, the nutritional interests of the Institute were taken care of by the Committee on Nutrition through its three sub-committees on Constructive Education, Corrective Education and Scientific Research.

Since January first this interest has been taken care of by your Specialist on Nutrition, giving full time to the work, acting for the committee on Nutrition, with its advice and co-operation.

Constructive Education.

Our main work in the field of constructive education has been the collection and organization of the scientific facts as to the nutritive value of meat and its place in the diet. This work has been done mainly at the Crerar Library in Chicago.

The results of this study are to be given circulation through the Institute's nutritional bulletin, the first number of which has been published, the second being ready for final revision and issuance.

Through this bulletin we hope to reach those who stand in such professional relations that they are the moulders of public opinion in matters of nutrition and diet.

The first number of this bulletin has been very favorably received, especially by teachers in agricultural colleges.

We have made a few addresses, among them three at Cornell University and one before the Chicago Housewives' League. The address before the latter was reprinted

by newspapers in several sections of the United States.

The more important facts as to the value of meat have been expressed in a series of brief statements for use in advertising. These have been widely circulated.

We have also contributed to the planning of exhibits from the Institute, notably in the case of one made before the American Dietetic Association. Here we exhibited a number of cages of white rats, which had been fed during a considerable part of their period of growth on rations so selected as to show the value of meat to sustain growth. This exhibit was received with much interest. The white rat has become as much a measure of nutritive qualities, among dietitians, as the foot rule is the prevailing measure of length.

Corrective Education.

In the field of corrective education our main attention has been given to adverse advertising, of which a great volume has been in circulation.

Our work in this relation has accomplished results of which we are frankly proud. Many advertisers have freely conceded our requests, several times in very agreeable, even complimentary terms.

Others, of course, to "save the face," have admitted nothing, but have done as we asked. On account of the natural human disinclination to admit error, and the necessity of not crowding for unnecessary admissions, it has been impossible sometimes to know just how much impression we are making, but among those establishments with which we have undoubtedly accomplished definite results, are a manufacturer of egg noodles, two manufacturers of patent medicines, a publisher of a book on meat substitutes, a cereal canning company, a packer of fish, and an agricultural experiment station, the last mentioned having issued a bulletin containing serious misinformation.

We have also written and interviewed scientific investigators, writers on dietetics and newspaper health column writers.

One of our most interesting interviews was with one of these journalists whose writings had been intolerably offensive. We made his acquaintance, found out where he stood, and why, and the nature of his actuating motives. In response to our explanations of some matters of interest, he admitted that there had been "some confusion of mind" as to facts involved.

In response to our statement of the present policies of the Institute, he agreed not to attack us further, during our adherence to these principles, or at least not without giving me an opportunity to supply information and explanation regarding matters to be discussed.

We seem, therefore, to have reached a practicable working understanding with one of our most offensive critics, though it is but fair to say that the price of peace is actual rectitude, with the aforementioned journalist as judge.

One proprietor of a private sanitarium, however, has so thoroughly subordinated his scientific knowledge to his commercial interest that we frankly admit him incorrigible. He reminds us of the old Southern saying, "There are only two ways to get rid of sassafras—one is to die; the other is to go off and leave it."

Also one, and only one, patent medicine advertiser, has proven most obdurate. This one has held out against many influences and representations, which would have produced results with any honest or open-minded person, but, we regret to say, the president of this firm seems to be neither. A recent interview, however, promises progress; how much this is to be, remains to be seen.

In general, however, we can safely say that the volume of adverse advertising has been very materially decreased.

Scientific Research.

Our activities in relation to scientific

research have consisted in working out a program of experimentation for co-operative work, with the Food and Nutrition Committee of the National Research Council with which negotiations are still in progress; and a compilation of problems for investigation by the Institute's own projected research establishment.

Work has also been instituted in the laboratories of two of our member companies, on the iron content of meats, this matter being one of importance in relation to the cure of anemia, and there being no satisfactory figures for the iron content of meat in the literature.

Regarding this program as a whole, its object has been to put meat products before the public, in relation to nutritive value, on a basis of facts. In this work I believe that we have made encouraging progress.

As I look into the future of this work, however, I am deeply impressed by the fact that there is in the literature an exceedingly limited amount of information on this subject of nutritive value of meat. We shall be almost at once in embarrassment because of this fact, and further, because there is virtually no research work on meat now in progress in the scientific laboratories of the country. I commend this matter to you for your most serious consideration.

Further, I would add one word as to the spirit in which this work must be done. If we are to take the class to which we aspire, before the scientists of the country, so that our representations shall not be discounted as propaganda, our expressions must be those of a judge rather than of an advocate, which means that they must be in the form of balanced statements depicting both sides of the question.

As Mr. Woods has told you, I intend to leave the Institute. I am very sorry to do that. As I told Mr. Wilson the other day, the only satisfactory solution of that situation that I saw was to be two fellows, and one of them stay here. I have been very much interested in this work. I felt honored to be associated with you. I would not think of leaving if it were not that I have been offered a position which no man in the field of nutrition can turn down. I shall be taking the position of a man whose place I can never fill—Dr. Armsby, but it is a position which I am very anxious to attempt to fill.

I wish to express my great appreciation of the treatment I have received by your association. I also wish to express my great confidence in the present staff of the Institute. The relation has been one of great pleasure and satisfaction to me. I am leaving you in an official sense, but I have been interested in this line of work for twenty years, and expect to continue in it the rest of my life. My change of base does not mean any change of interest. I am still one of your friends, supporters and constituency, and will be glad to do anything that I can for you at any time. (Applause.)

MR. WOODS: There was one other phase of the work of the Bureau of Nutrition which we would like to exemplify; that is, the educational publicity. It is a sort of handmaiden, as the chairman of the Committee on Public Relations once said, to the other committees, and it also projects some stuff of its own, but since it is a handmaiden to the other committees, I am sure that as this work is exemplified you will assign its direction to the committee under whose guidance it was carried on.

With that preface, Mr. Chairman, should like to assign fifteen minutes of our time to Mr. Wesley Hardenbergh.

Educational Publicity

MR. WESLEY HARDENBERGH: Mr. Chairman, ladies and gentlemen of the convention: A few days ago when we

were discussing this hour which the Bureau of Public Relations has on the program today, Mr. Woods suggested that I address the convention regarding some educational activities of the Bureau of Public Relations with which we have contact. I protested vigorously at the time. I told Mr. Woods I was not a speaker or an orator, but he insisted, so here I am.

I am going to fool Mr. Woods. I am not going to make an address. In the first place I could not, and in the second place, this damp, peculiar weather has affected my throat, so that I could not speak very well, even if I possessed the ability. I do aim, however, to make a report on some of the educational activities of the Bureau of Public Relations. I hoped to do this in a way which will be far more interesting than any speech which I might make if I possessed the ability. What I shall report on merely will be samples of the work, of the educational activities which the Bureau of Public Relations has carried on during the last year, and since the last convention.

What I shall show you will be only samples of our work, and will indicate the range and the extent of our varied field,



JOHN J. FELIN
(J. J. Felin & Co., Inc., Philadelphia, Pa.)
Vice-President-elect.

but will be no indication of the volume, and as I show you some of these samples of this work, I hope you will bear in mind, please, that they are samples only, showing some of the activities in which we have been engaged during the last year.

(Mr. Hardenbergh then showed a large number of pictures depicting the work of the committee.)

MR. WOODS: I wish to say that concludes the presentation of some of the activities of the Bureau of Public Relations. We thank you for letting us tell you about them. (Applause.)

CHAIRMAN NUCKOLLS: The next matter on the program is "Saving Money"—that sounds good, to start with—"Saving Money by the Proper Handling of Livestock," by Mr. R. W. Carter, Chairman, Committee on Livestock Handling Losses. I think you will find this very interesting. It ought to be.

Livestock Handling Losses

MR. R. W. CARTER: Mr. Chairman and Gentlemen: The report of your Committee on Livestock Handling Losses this year will be a visual demonstration of

the work done by the committee since the convention last year.

We completed our motion picture film, "Livestock Losses and How to Reduce Them," in December, 1921, and started our work with three copies of this film. We now have about ten, and through the efforts of the Institute Bureau of Public Relations, these films are in constant circulation and have been shown to thousands of people by the Agricultural Colleges of our leading livestock producing states, county agents, and many other organizations too numerous to mention. We have also been fortunate in working very closely with the Western Weighing and Inspection Bureau who represent practically all the western railroads handling livestock. They are doing a great work in the prevention of livestock claims, which is directly reflected in the packing industry.

Dr. W. J. Embree and the writer have visited all the principal livestock markets, where Dr. Embree has given his stereopticon lecture, and we have shown our motion picture film entitled, "Live Stock Losses and How to Reduce Them," to over 15,000 commission men, livestock buyers, stock yards employees, railroad men, farmers, feeders, in fact, to all men that come in contact with livestock handling from the farms to the packing houses, and we are going to show you the film and some of the stereopticon slides that make up this lecture.

(Mr. Carter here showed a number of interesting pictures, depicting placards used at stockyards and livestock handling points; also tables showing the results of the activities of the committee, ending with the moving picture, "Livestock Losses and How to Reduce Them.")

Asks Co-Operation.

In closing, permit me to suggest to each member and representative of the Institute of American Meat Packers that your committee on handling livestock losses will greatly appreciate if each one will consider himself a committee of one to help make this campaign 100 per cent efficient. When you go home, we suggest that you check up your packing houses to see if your livestock is being handled as carefully and humanely as it should be; also have all your runways, pens and chutes examined to see if they are in good repair and that there is nothing about your premises that will cause loss on account of bruised livestock due to careless and inhumane handling.

Gentlemen, we wish to thank you for your attention. There is only one other thing I would like to mention, that is, the Institute have published a little pamphlet "Livestock Losses and How to Reduce Them." There are a number in the rear of the room, and would suggest each of you to take one of these pamphlets and figure out for yourself your losses, and instead of having a committee of the number you have now, every member of the Institute will be a committee of one to see what it is costing you.

I thank you. (Applause.)

CHAIRMAN NUCKOLLS: The next subject is "Reaching the Consuming Public with the Co-operation of the Retailer," by Mr. John A. Hawkinson, Chairman of the Committee to Confer with Retail Dealers and Trade Associations. Mr. Hawkinson has been doing a lot of squirming around there. He has had to change his chair several times, and we will relieve him now and he can have the platform. (Applause.)

Reaching the Consuming Public with Co-operation of the Retailer

MR. JOHN A. HAWKINSON.

The subject assigned to me has two distinct parts. One has to do with public relations; the other, with merchandising.

I shall concentrate my remarks chiefly on the latter.

Although the retailer influences his customers' opinion of the meat packers, and although he holds it within his power to increase the demand for any particular cut or kind of meat, yet the plain bald fact is that until very recently the meat packer never has fully appreciated the importance of the dealer.

I am not sure that all of us appreciate his importance even now. Some of us, when the butcher is mentioned, remember his little store, his chopping block and his white apron—remember these things but forget that every week the men in these little stores, and many of them are not little, probably sell more goods than do any other group of merchants. They dispose of nearly all the output of the largest industry in America. They buy nearly all of the meat which we packers sell. Their annual sales exceed four billion dollars. They are our customers. Their purchases enable us to keep up our properties, finance our operations and pay dividends—sometimes.

For these reasons, it is good business sense for us to co-operate as cordially and vigorously as possible with the retailer of meat. That is what the Institute has been doing, and the policy has justified itself.

Help Retailer Help Packer.

Every time we have helped the retailers we have helped ourselves. They sell the same commodity that we sell. They sell meat for consumption; we sell it for re-sale. We can not sell the dealers a new stock of meats until they have sold what they have on hand. Whenever a retailer sells a pound of meat to the consumer, he becomes a prospective purchaser of a pound of meat from the packer. When his sales boom, the packer's orders roll up; when his sales slump, the packer's coolers begin to accumulate meat.

In other words, without multiplying examples, it is apparent that the retailer and the packer have certain interests and problems in common. Now, how can they co-operate to reach the consuming public in concrete ways that will be beneficial to all concerned?

Before an attempt is made to answer this question, let it be noted that there are 122,000 retail butchers and meat dealers in the United States and that these 122,000 dealers come into weekly, sometimes daily contact with most of the 22-000,000 families—110,000,000 persons—making up the population of the United States.

Therefore, it is much easier and less expensive to reach the consuming public through the retailers than it is to reach the consuming public directly and individually.

It is not sufficient, however, merely to reach the consuming public. It is necessary to reach the consuming public with something **effective and constructive**. How can this be done through the retailer?

Correct Information.

In the first place, the retail store is an admirable place wherein to give the consumer accurate information about the whole meat industry and its product. I shall try not to bother you with detail. An example of how this has been done is furnished here. They are pasted in retailers' windows. Each one is seen by hundreds of persons. Some retailers have reproduced the copy of their newspaper advertisements.

Thus packer and dealer are co-operating to reach the consuming public with correct data about meat—to increase meat consumption.

Intelligent Use of Meat.

A product can be sold in greater quantities and varieties as its uses are better understood. For example, if everyone knew how to play the piano, more pianos would be sold than are sold now.

A great many housewives do not know the use of meats. Their working knowledge is limited to steaks, roasts and chops. If a particular housewife tires of these, she can not turn to other meats.

The retailer can extend the housewife's cooking knowledge of meats and thereby increase her purchases.

Millions, literally millions, of recipe leaflets and booklets have been furnished to retailers by the Committee in co-operation with the Bureau of Public Relations. This fact is mentioned as an example not as a summary.

Helping the Housewife Market.

By co-operation with the retailer, the housewife, who is the purchasing agent of the consuming public, can be reached with information which will enable her to regulate her buying in accordance with marketing conditions.

It often happens that some cut or kind of meat is dragging on the market. If this meat can be featured, everyone will benefit. Slow movement of meat increases waste and shrinkage and interest and decreases turnover and profit.

Through the meat councils, dealers and packer, co-operating for the benefit of the



J. A. HAWKINSON
(Allied Packers, Inc., Chicago)

Chairman Committee to Confer with Retail Dealers and Trade Associations.

meat industry and of the public, have proved that consuming demand can be guided. Results achieved in local campaigns on hams, different kinds of sausage and various fresh meat cuts have demonstrated the pocketbook value of co-operative effort in this direction. Let me give you a single example. Under date of September 29, Mr. W. A. Graham, Jr., Manager of the Meat Council of Southern California, with headquarters at Los Angeles, wrote as follows to the Secretary of the National Association of Meat Councils:

"Last week we distributed the pot roast poster to our three hundred members and it sure worked wonders for them.

"One member reported that he received the poster on Wednesday and placed it on display. That day he sold more potroasts than he usually sells on Saturday which is his big pot roast day. Many members have telephoned us that the value received from this poster has been more than the cost of a whole year's membership in the Meat Council.

"If we had distributed this poster to the eighteen hundred retail meat dealers in Southern California, there would not have been enough pot roasts in Southern California to supply the demand which would have been created."

Giving Better Service.

By co-operation between retailer and packer, the consumer can be reached with improved service. This, of course, has a direct effect on meat consumption. It takes several forms and is being achieved in various ways. Consider them briefly.

(a) Trade information.

Co-operation between retailer and packers has promoted an interchange of business experience. The knowledge and practice of the most progressive dealers is with the aid of the trade press, being placed at the disposal of the less progressive dealers.

(b) Retail research.

As you have already heard, the United States Department of Agriculture and Northwestern University have collaborated in the preparation of model accounting systems and plan to co-operate in their installation as a preliminary step to a thorough-going merchandising analysis.

Other educational institutions have been interested in the problems of merchandising meat. These problems have been brought to their attention by the dealers and packers in co-operation.

One effect of all their efforts will be to promote economies, which will be reflected in increased consumption of meat.

Good will is being established between dealer and packer on a gratifying scale. Great credit for what has been achieved is due to the enterprise and courage of retail leaders such as Mr. Russell, Mr. Herman, Mr. Seng, the two Mr. Kaisers, Mr. Grimm, Mr. Kramer, Mr. Loeb, Mr. Priebe, Mr. Weinandy, Mr. Bradley, Mr. Kroh, and their associates who showed so much energy and resourcefulness in the early stages of the work. I wish I could name them all.

Through co-operation between dealers and packers great headway is being made.

In this connection I want to express to Mr. Woods very sincere appreciation of the wonderful co-operation and assistance, and I might say his untiring efforts for the promotion of this work. (Applause.)

CHAIRMAN NUCKOLLS: "Improved Relations With the Public." Mr. G. F. Swift, Jr., Chairman of the Committee on Public Relations. Mr. Swift.

Improved Relations with the Public

MR. G. F. SWIFT, JR.

Mr. Chairman, Mr. President, Members and Guests of the Institute of American Meat Packers:

The term public relations, by which we early identified a committee and a bureau of the Institute, signifies a double relationship based primarily on what the public thinks of packers and on what packers think of the public.

In years gone by, I am inclined to believe that packers gave too little consideration to what the public thought about them. Perhaps packers of those days were too confident that the admirable, efficient service they were rendering would be appreciated and would protect their businesses from slander. At any rate their "strange" idea that the chief business of a meat packer is to pack meat has had certain rather undesirable by-products.

One of these might be called the background of the packing industry, the background which the industry has been dragging with it in its progress toward a higher niche in public opinion.

In saying this, I do not mean, of course to attribute anything blameworthy to the packers of thirty or twenty or ten or five years ago. My whole meaning is that while they were engaged in slaughtering, a few sensationalists were engaged in slandering.

Doubtless there was something to criticize. There generally is in every industry.

try and in every individual. But there was also much to praise.

Critics Spread Untruths.

Unfortunately, however, the industry did not tell its story. But the critics of the industry told theirs. Nor did these critics confine themselves to facts. They created an atmosphere of slander; they propagated a swarm of downright untruths, untruths alleging conditions which, were they true, would antagonize any man of common sense and inflame any man of decent feeling.

No adequate answer was made. Business at that time had developed no technique for defending itself against sensational misrepresentation. Executives had the feeling, no doubt, that if they made their product well and sold it fairly, while at the same time constantly effecting improvements valuable to society, the public would appraise their service somewhere near its actual value. They did not realize that bad news travels faster than good news, and that the fact never quite overtakes the fiction.

That is true, in a measure today. There is no "news" in an assertion that Mr. Jones is exceptionally good to his wife. But just let it be said that he hit her with a pop bottle, and every managing editor in town will have his forms torn up, if necessary, in order to get the story on the first page.

And the fault in this respect is not with newspapers; it is with the nature of the reader's interest.

Absolution of the editor, however, does not remedy the damage done. Even if it turn out eventually that Mr. Jones never really slugged his wife with a handy piece of glassware, he nevertheless will retain a wide reputation as Pop Bottle Jones; thousands of persons who saw the column on the first page will never see the correction. The longer the interval between the allegation and the answer, the fewer the persons will be who see the correction, which loses its news value with each day that elapses. It is just here that we have registered one big improvement over our former policy.

Progress in Publicity.

Packers are busy men, hard workers, and in former years it has taken them quite a while to realize that somebody was shooting at them. We have made progress in this respect; we take notice of the first bullet. Of course, it is not difficult for us to recognize the sound of shots; we've had too much practice listening to them. And our answers, containing the facts, can go out on the heels of the misinterpretation. Such answers are not merely isolated instances in the course of a year's work. The necessity recurs time and time again; if somebody misinterprets the industry, the industry responds with facts.

Our predecessors, and the same thing is true of those of us who were operating some years ago, seem to have had no effective machinery for defending the industry against misstatements. As a consequence they bequeathed to the entire packing business a background of unfettered slander. For this reason meat packing is one of the few industries today which is judged to a degree by its past—and an exaggerated version of its past at that—rather than by its present performance.

This is unjust, but in one sense it has served a good purpose. An industry which is not criticised unfairly faces the temptation of silence; of letting well enough alone, of not bothering the public with explanations because the public has not bothered it. On the surface, this sounds plausible. It is saying in effect: "The public lets us alone; the least we can do is to let it alone."

Not so with meat packers! By bitter experience they have learned the necessity and value of constantly interpreting their industry and its service to the public. In

doing this, we have brought to public view and to public attention the economic merit of our business—its efficiency, its effective performance of highly technical functions, its astonishingly cheap service, its provision of a cash spot market for all the meat animals offered on the markets, its cheapening of meat prices and raising of livestock values by the development of by-products, et cetera.

Teach Packer Public Service.

Those economic services to the public and other services have been brought to light, systematically and accurately.

Of course, in the beginning we were kept pretty busy answering attacks.

When that had been achieved in a measure, we tried to learn who had been criticising us and why. We found that in nearly all cases the criticism was based on misinformation; and we found also that the packing industry was not thoroughly understood either by the livestock producers who sold to it raw materials, or the retailers who bought from it dressed meats, or the public who ate its products.

The work was so planned that correct information would be disseminated to the livestock producers, through the agricultural press and through publication of the



G. F. SWIFT, JR.
(Swift & Company, Chicago)
Chairman Committee on Public Relations and
Director of the Institute.

Meat and Livestock Digest, issued for agricultural leaders; to retailers through their trade press and by meetings and personal contact, in co-operation with Mr. Hawkinson's Committee; to the public (this information service has been systematized from the beginning) through newspapers, commercial journals, special publications and speakers, as well as through booklets, pamphlets, placards, et cetera, sent to influential leaders.

Educational Work Widening.

It soon became apparent that some special provision should be made for that part of the public which is feminine. Plans were made by the President of the Institute for adding a woman to the Bureau of Public Relations.

After the general educational work was organized along the lines just indicated, it was perceived that the men engaged in the public relations work could give increased range and effectiveness to committees of the Institute by applying educational publicity to their projects. This practice was started and has been carried forward increasingly.

You know, also, that within the last two years the public relations work has been expanded to include an interpretation of our product as well as an interpretation of our business. As already has been indicated to you, we have attempted by publicity to increase the number of people reached by the nutrition material

which Dr. Forbes has so ably developed. Much headway has been made but a great deal of work still lies before us.

Today the industry enjoys a higher standing. Its cheap, efficient service is better understood. Meat packers are more highly regarded. Their product is being re-appraised with respect to its healthfulness and high food value.

On the whole, then, it can be said fairly that the public relations of the packing industry—what people think of packers and their business—have been materially improved. Under able and sympathetic executive guidance, we have come quite a distance. We have quite a distance to go.

CHAIRMAN NUCKOLLS: "What Is Known about Meat," by Dr. W. D. Richardson, Chairman of the Committee on Nutrition. (Applause.)

What Is Known About Meat

MR. W. D. RICHARDSON:
Mr. Chairman, Gentlemen of the Convention:

It must be apparent to all of you that in order to overcome the falling off in the per capita consumption of meat, which has been emphasized upon more than one occasion, and which was shown in detail on the charts just exhibited, that you and all the interests and individuals whom you represent, your friends and all whom you can influence, must believe in meat as a fundamentally desirable human food-stuff, and not only that, but you must know the scientific and clinical facts in regard to the nutritional value of meat and its proper place in the diet of the child, the adolescent, the adult, the old, the laboring man, and the brain-worker, in order to meet any arguments which may be put to you.

The Committee on Nutrition, of which I have been acting as chairman, has now been in active cooperation with the officers of the Institute and particularly with the Committee on Public Relations for something more than one year. We have carefully examined the facts in regard to meat and its place in the diet. We have looked up the scientific literature on the subject, we have consulted the opinions of various medical authorities as expressed in different text-books, and we have looked into the facts of practical experience as shown by the diet of civilized man today as well as the diets of the various tribes and races of mankind, primitive, ancient and modern.

Although the facts which we have brought to light are numerous, nevertheless, we of the committee are all of the opinion that there is a great dearth of knowledge in regard to the food value of meat products and of the place of meat in the diet. In other words, the committee has felt as it went along in its study that the matter of investigation of meat products by modern methods of scientific research is one that requires serious attention and stimulation by means of endowments from this Institute.

Data Committee Gathered.

The facts which we have discovered may be grouped under three headings:

First, the scientific data;
Second, facts of a medical and clinical nature;
Third, the facts relating to practical experience.

Now, so far as the scientific data is concerned, we know that meat is one of the few fundamental food substances required by human beings. I do not want to burden your memories with scientific terms, but the groups of substances which we require for our daily nutrition may be listed somewhat as follows:

First, proteins, and it is these proteins of a very perfect kind which occur in meats.

Second, carbohydrates, such as sugar and starch, which we get principally from vegetable sources.

Third, fats, derived from both animal and vegetable foods.

Fourth, mineral salts of different kinds, including common salt.

Fifth, a group known as the vitamins, rather recently discovered.

Last of all, water, which perhaps I should have mentioned first of all, because it is a food substance of prime necessity.

If we should single out one of those groups more necessary than the rest—and it is the common opinion that they are all necessary, or at any rate desirable—but if we should emphasize one as being of greater importance than any other, we would have to say that that one substance was protein, of which meat is largely composed. The proteins of meat are of the highest type and most perfect composition for nutrition.

Protein Effectiveness.

So far as the effectiveness of proteins from different sources for repairing tissues is concerned, an eminent investigator has given them a definite "biological value," signifying ability to serve the needs of the body growth and repair, and placed them in the following order, with the proteins of milk as the standard at 100:

Proteins of beef, 104, or 4% greater than those of milk.

Proteins of milk	100
Proteins of fish	95
Proteins of rice	88
Proteins of potato	79
Proteins of cheese	70
Proteins of peas	56
Proteins of wheat flour	40
Proteins of corn meal	30

Thus it is seen that of all the proteins studied, those of meat take highest rank.

So much for the value of proteins of meat for the growth and repair of the tissues of the body. Now let us examine into the digestibility of meat proteins. On this subject the U. S. Department of Agriculture has made some investigations and reported as follows:

Proteins of	Digestibility
Meat	97 per cent
Cereals	85 per cent
Legumes (dried)	78 per cent
Vegetables	83 per cent
Fruits	85 per cent
Total food (of mixed diet)	92 per cent

These figures show that of the various sources of proteins, meat affords those of highest digestibility. These results have been confirmed by other investigators. Therefore, we are forced to conclude that more actual nutriment is obtained from the consumption of a given amount of meat proteins than would be obtained from a like quantity derived from vegetable foods. Not only this, but as was shown previously, the proteins of meat are most efficient for the growth and repair of the body.

It is comparatively easy to understand, if we consider the matter, why meat takes so high and important a place in the diet. The domestic animals, which are used for food purposes, have a body composition very similar to our own. Their proteins are, generally speaking, similar to ours. In other words, they are similar to those substances and tissues which they are destined as food materials to replace in the human body.

Meat Fats Desirable.

But besides proteins, meats also contain fats, and these fats are, like the proteins, of a very desirable kind. Fats are energy foods of high caloric value and are probably also, although the point is still under discussion, of great physiological importance and significance.

Besides proteins and fats, meat also contains iron in very desirable form, and phosphorus, two of the essential mineral constituents of the diet.

It is to the so-called nitrogenous extractives of meat that its savory and appetizing qualities are due. Of all foods with the questionable exception of fruits,

meats are the most stimulating to appetite and to digestion. Meat possesses this quality in such abundance that it not only tempts the appetite itself but also conveys some of its savoriness to vegetable products such as cereals and legumes, in themselves all but tasteless, but nevertheless, highly important foods. Hence, it is the common practice to use the juices of meat in the form of broth, infusions, and gravies, to make tasteless foods palatable.

Meats also contain vitamins in sufficient quantities to promote growth and maintain health. The abdominal fat of cattle, which is the source of the oleo oil used in the manufacture of oleomargarine, contains a good supply of Fat Soluble A Vitamins. The liver contains a very high concentration of all three vitamins, A, B and C. Other internal organs, such as the kidneys, heart, sweetbreads, and others, are also well supplied, while lean meat contains relatively little of these elusive substances.

Hence, it is very desirable for everybody to combine in his meat diet certain quantities of such foods as liver, kidneys, hearts, and so on, with the steak, the roast and the chop. It is not too much to say that if every man, woman and

products make up the entire food supply the diet is a perfectly satisfactory one as shown by various tribes of Eskimos.

A careful survey of the medical literature shows the alarms raised by medical men that meat may be a causative factor in disease to be groundless. We have carefully investigated what has been said and written by the leading authorities in connection with those diseases which it is hinted or stated might come from the eating of meat, such as diseases of the kidneys, hardening of the arteries, high blood pressure, etc., and we find that our best authorities say there is no truth in such assertions.

On the other hand, not only is meat capable of maintaining the body in a state of high efficiency and energy, but in certain diseases it affords the cure. Consider, for example, pellagra. It has been shown by the U. S. Public Health Service that the consumption of a suitable amount of meat with the diet prevents pellagra in the first instance, and in the second instance cures it if the disease has not reached too late a stage, that is, a stage beyond which no cure is possible. Pellagra is considered to be a deficiency disease, the deficiency being animal proteins, the best form of which we may consider to be the proteins of meat.

Meat Cures Disease.

Again, Stefansson, the Arctic explorer, has recorded that when one of his parties was stricken with the deficiency disease known as scurvy he cured them by a fresh meat diet. In a comparatively short time the scurvy was overcome and the men recovered. Furthermore, this disease is unknown among the Eskimos whose diet consists entirely of meat foodstuffs.

Again, it has been shown by well-known investigators in this country that of the various proteins tried for the cure of simple or secondary anemia, none replenished and reconstituted the blood so promptly and effectively as did the proteins of meat.

So not only does it develop that meat eating results in no harm, but that it is a cure for certain disorders of the body. But as a matter of practical concern, many of these facts which have been ascertained by scientific experiment and clinical observation could as readily be developed in their broad aspects from our own knowledge and experience. One cannot imagine a primitive tribe of men living in simple relations with their natural surroundings, questioning the advisability of including a considerable proportion of meat in their diet. Nor is it conceivable that, for example, in the early days of American development the use of meat would be seriously questioned among people who included a liberal amount in the diet as naturally as they did fruits or greens or cereals. As a matter of fact, meat has been everywhere accepted as a health and strength-building factor in dietetics except in a few instances when doctrinaire dietetics exploiting various fads, foibles and notions some of them of a religious character, dominated the common sense and the common experience of the people.

The meat eating habit is very old among human beings. Meat has been, in fact, the central point and principal item of the diet from times beyond the memory of man and the record of human institutions amongst all sorts and tribes of people. The mixed diet centers about meat—the diet universally adopted by civilized as well as primitive races. Meat, as a matter of every-day experience, is the central dish on the table, and rightly so, and everything else is grouped around it, the fruits, the greens, the vegetables, the cereals, and so on, and this orientation and arrangement, resulting from the entire experience of the human race in its millions of years of living, has in it the elements of fundamental dietetic truth. The mixed diet centering about meat and



ALBERT T. ROHE
(Rohe & Bro., New York)
Retiring Vice-President.

child ate beef liver and bacon for breakfast two or three times a week, the general health would be improved.

To sum up, meat is a source of the most desirable type of easily digestible proteins, of fats, of minerals, such as iron and phosphorus, of extractives, and of vitamins.

Nothing Harmful in Meat.

A few members of the medical profession, lacking complete knowledge of their subject, have given out the idea that there is possibly something harmful about meat, that there is a possibility that one might eat too much meat and that if it is not harmful in small quantities, it may be harmful in large quantities; naturally, many people have believed what has been told them by these misinformed physicians and have taken up the cry that there may be something harmful in the eating of meat, certainly in excessive meat eating.

This committee stands for the mixed diet, the so-called balanced diet in which meat has a prominent place. It does not recommend an exclusive diet of meat, but nevertheless, the fact is true and should be emphasized that when meat and meat

its associated products is the best diet for the average man.

All Diet Has Meat Protein.

In this connection may I call your attention to the fact that there is no other single source of food besides meat which affords a complete diet. We hear a great deal of vegetarianism but when we come to investigate the diet alleged to be of the vegetarian kind, we find that always animal proteins are supplied in one form or another. They are frequently supplied as eggs or milk, both of which products are derived from animal as distinct from vegetable sources.

There does not exist today, and there never has existed, any race of people on the face of the earth which has maintained itself in health and strength on a vegetarian diet alone. Perhaps I should say, in passing, that some scientists believe that it is possible to construct a vegetable diet that an individual or a race might subsist on it. This may be true, but, as a matter of fact, such a diet has never been put to a practical test. In contrast with the failure of vegetarianism, it is well known that our brothers of the far north under the most severe and trying conditions, while undergoing great hardships and performing work requiring enormous strength and endurance, maintain themselves on a purely animal diet.

From all the standpoints considered, then, the scientific, based on laboratory investigation, the clinical observations of medical men, from your own and my practical experience, and from a consideration of the diets of all sorts and conditions of men, we come to the conclusion that the eating of meats is desirable, that it is not harmful, that it cures or prevents some diseases, that it maintains the body in a high state of health and efficiency and that there is nothing to be said against it. As a matter of every-day experience, we know that meat has a primary place among foods for its savory qualities, stimulating both appetite and digestion, and this makes the entire menu, in which meat products are included, pleasing.

But in order to bring this doctrine and these ideas home to the great consuming public, you gentlemen must first of all believe these things. You must talk them, you must practice them yourselves, and, most of all, you must convince others of their truth. The Committee on Nutrition has made it easy for you to inform yourselves in regard to the importance and place of meat in the diet by means of the various pamphlets prepared under their direction and sent out by the Bureau of Public Relations. They are for your careful study, the information contained in them is to be passed along, and by continued emphasis of the truth in regard to the importance of meat as a foodstuff, we believe that in time any lingering doubt about its value will be removed, and the old per capita consumption will again be reached and possibly exceeded.

CHAIRMAN NUCKOLLS: The next and last subject on the program is "Startling Facts About Your Delivery Costs," which will be handled by Mr. Oscar G. Mayer, Chairman of the Committee on Local Deliveries. Mr. Mayer. (Applause.)

Startling Facts About Delivery Costs

MR. OSCAR G. MAYER: Startling facts about your delivery costs! Mr. Heinemann will insist on giving me these melodramatic titles! He forgets that I am speaking to the men who have piloted the packing business through the stormy seas of post-war readjustment. Nothing startles them. Misfortunes do not move, surprises fail to grieve, and severe reverses no longer shake these men of iron and stone. Hence with all due modesty I decline the task of startling such veterans with revelations of delivery costs.

But even if you may have to consider some of the matters I present without climbing to the edges of your seats in excitement, and though some of you may be able to forget some of the figures, I admit that local delivery is one of our very important problems. Packers who have made a study of this problem are being rewarded for their foresight. Those who have not as yet put their delivery service on a scientific basis are losing money every day that they delay.

There has been marked improvement in the handling of local delivery work. I do not venture to guess for what small amount of this progress the committee may claim credit; I know there is still great room for improvement.

But scientific management of delivery work is making gratifying strides. Reports received recently indicate that many packers who had previously kept very little account of this important item are now making studies of their delivery costs and preparing records which show them where they stand and where possible leaks are occurring.

It is gratifying to find that more than twice as many members have delivery cost

elaborate delivery service. In either case it is very doubtful whether the packers are recovering an appreciable amount of their extra expenditures. It merely means that the packer is giving the extra service out of his profits, or in the absence of profits it is coming out of his hide.

An interesting observation is the fact that those who gave reports for 1921 but had no figures for 1914, had as a group costs averaging 56 per cent higher than those who had been keeping track of their delivery costs for a number of years. This serves to bring out the value of delivery cost accounting.

Here we have cost accounting accompanied by low costs, and guesswork methods linked with costs 56 per cent higher. It certainly suggests that the operation of a cost accounting system leads naturally to savings. When we find that the packers who have had such systems in operation for some time are operating much more cheaply than the others, it is difficult to miss the moral: Keep Delivery Cost Records.

Garage and Barn Costs.

The first forward step is to install an accounting system which segregates delivery costs into garage and barn.

The next step is to get separate costs on the different units engaged in delivery work. It is unfortunate that every packers' records are not arranged in such a manner as to give him this valuable information. Many still do not allocate expenses or charge repair bills and gasoline to individual trucks. Consequently they cannot easily tell which driver is carelessly running up large bills. Knowledge of the costs of individual cars is absolutely essential for proper control of delivery costs.

The separation of costs and their allocation to the accounts of individual delivery units is not difficult. Such garage expenses as rent, heat, light and general supplies are shared by all trucks. Interest and depreciation are figured on the value and life of each separate motor.

Gas, oil and minor repairs are charged directly to each truck at the time the expense is incurred. A ticket is made out for each item of supplies or labor and charged to the particular car. Tires and overhauling jobs are spread over a fair period on the basis of mileage. The actual cost of operating each truck is then down in black and white. When totaled periodically these figures illuminate considerably the delivery cost problem.

We have already mentioned the value of such a report in checking up on drivers. It gives the management a basis for rewarding conscientious and capable drivers, for warning careless, and for discharging the incompetent.

The advantages do not stop here. How do you know what type of truck will serve your needs most economically? Nearly every packer has more than one make of motor equipment. To avoid dropping into a rut he must occasionally purchase other than his favorite line. When a different manufacturer turns out a product which performs exceptionally well for his friend or competitor, it is only business sagacity to give it a trial. This truck is placed side by side with the other trucks, handled by the same drivers, loaded the same and run over similar routes. The individual cost sheets will then show up the truck's merits or deficiencies.

Eliminate Guess Work.

Unless packers keep their delivery costs separated, truck by truck, they are without this measure of the relative efficiency of the different makes. The shrewd guesses of experienced automobile men are valuable, but even the best of us can improve our judgment when we have cold facts and figures upon which to base our decisions.

A year ago this committee with the cooperation of the Committee on Standardized Accounting, prepared the Standard



OSCAR G. MAYER
(Oscar Mayer & Co.)
Chairman Committee on Local Deliveries and
Director of the Institute.

data at present as had it in 1914. Still more gratifying is the fact that ten packers who heretofore have kept no delivery cost figures, have expressed their interest in the committee's Standard Delivery Cost System and are planning to keep such figures in the future.

Comparative Delivery Expenses.

We received recently some figures on the comparative expenditures for delivery service in 1914 and in 1921. Nineteen hundred and fourteen represents the last "normal" year, and 1921 the last complete one available for comparisons. While these figures are not complete enough to justify making any unqualified statements, they nevertheless represent delivery costs of establishments of representative sizes and locations.

The costs per hundredweight sold had in all cases risen during that seven year period by amounts varying from 20 to 137 per cent. The average of the figures obtained for 1921 was 114 per cent above that of 1914.

As costs in general are still about half again as high as they were in 1914, it is important to note that delivery costs are still more than twice as high as before the war. It makes little difference whether this money is being spent in higher costs for the same service or for more

Delivery Cost System. While it seems to have been useful to a number of companies who have heretofore had no cost system, it does not appear to have been considered very seriously by concerns which already had such systems. The results of such a situation are very unfortunate, because comparisons are difficult.

The figures collected by this committee a few months ago, showing the comparative costs of four packers for delivery service in the same district, showed this point up quite unmistakably. Since these packers were asked for their average delivery costs, the figures obtained should have been entirely comparable. Instead what did we find?

Three of the packers had made no allowance for the cost of goods hauled in. The Standard Cost System recommends that a flat allowance of 5 cents a hundredweight be made for all in-hauls.

Three, also, had computed the per hundredweight cost against hundredweight sold, rather than hundredweight delivered. For an accurate measure of delivery efficiency, the amount actually carried in the wagons and trucks should be considered regardless of the volume of sales, part of which the customer is kind enough to cart off himself.

Of less significance, but also important, is the fact that all four figured depreciation on a different basis. One wrote off 26 per cent of the book value annually. Others set a life for the machines and prorated the cost over that number of years.

Must Figure on Same Basis.

With everyone figuring his costs on a different basis, it is difficult to compare notes, and thus benefit by each other's experience. It then becomes a puzzle whether indicated low costs are the result of efficient management or of inefficient accounting.

We received a figure recently which gave delivery expenses as amounting to about a third of a cent a hundredweight, figured against product sold. Either this packer has his customers trained to the point of calling at this plant for his products or else he has his organization working on the utopian basis of labor for service and not for wages, with his trucks consuming no gasoline, but running on their reputations. Or, more likely, it was just the well-known phenomenon of the Ethiopian in the wood-pile.

We have on the file some valuable studies on the comparative usefulness of horses and motor trucks in city delivery. Accurate data are being collected systematically and when complete should be very valuable. The work of analyzing what trucks and wagons are actually doing on delivery duty, by means of collecting records of mileage, speed, time stopped, number of stops and tonnage hauled has consumed more time than was anticipated, and I keenly regret that our report is not ready for presentation today. These records are being made with mechanical devices, so that the reliability of the time and distance measurements will not be open to question. Six instruments are being used and very competent men are collecting and tabulating the figures.

Thus far the records have shown some very interesting facts. The principal one is that the Chicago packers have used sound judgment in deciding what work is to be done by horse, and where motors are to be employed. In the case of all the wagon runs examined so far, the only result of introducing a truck would be to save an hour or two a day, a result which would fall far short of justifying the greatly increased cost. Conversely most of the truck runs would have had to have been divided between two or three wagons, and in many cases even this expedient would not have enabled the horses to cover all the stops. The problem is the two-fold one of length of run and length of stops. For long runs, motors; for long stops, horses. For distances under 20 miles per day, horses by all means.

What Research Should Do.

This research work should serve at least to provide:

A standard method for determining what type of delivery equipment to use on given work—whether horses, two-ton trucks, five-ton trucks, and so on.

Some interesting developments in this study are coming out every day. When this work has been completed we will present these results to you. It will take about six weeks more.

A pamphlet recently issued by our committee, copy of which you have all received and additional copies of which you are heartily welcome to, contains many constructive ideas gathered from packers all over the country on the maintenance and operation of delivery equipment. The pamphlet is written with the garage superintendent and mechanics in mind and should be interesting and instructive to them. Additional copies, as has been said, may be had in any quantity.

The importance of operating delivery equipment, that is, routing, dispatching according to schedule, back-loading, etc., is as important for cheaper costs as efficient maintenance. The committee urges every packer to look closely into the way these things are being done in his busi-



G. H. NUCKOLLS
(Nuckolls Packing Co., Pueblo, Colo.)
Retiring Vice-President.

ness. A very competent dispatcher is none too good to keep this high priced equipment operating full time.

To summarize, we urge you to feel that your delivery service is worthy of careful study in all its many angles. We urge that you not only keep record of delivery expenses in general, but that you keep separate records of the costs of each individual truck. Finally, we urge you to make tests to make sure that your equipment fits the type of work for which it is being used, and to see that your equipment is economically operated as well as maintained.

The field offers inexhaustible room for study and improvement. Your committee with your co-operation will keep at it.

CHAIRMAN NUCKOLLS: Howard Smith, who will preside at tomorrow morning's session, says that his show will start at ten o'clock, not ten-ten, and he urges upon all of you to be in your chairs, so that none of you will miss anything. It is a wonderfully interesting program tomorrow morning, and I am certain if any of you do miss it he will be sorry.

Now, on the program here is discussion of the addresses given this afternoon. The chair will be glad to hear from any of you that want to talk. It is a long while until

dinner. Have any of you anything to say regarding these subjects?

If there is no discussion, we will adjourn.

SECOND DAY'S SESSION

Tuesday, October 10, 1922, 10 A. M.

CHAIRMAN SMITH: The first address will be "General Packing House Practice Problems," Mr. F. J. Gardner, Chairman of the Committee on Packing House Practice. Mr. Gardner. (Applause.)

Packinghouse Practice

CHAIRMAN F. J. GARDNER:

Mr. Chairman and Gentlemen:

The work of the Packing House Practice Committee during the year has consisted almost entirely of answering questions and inquiries sent in. The questions and answers have been published every week in THE NATIONAL PROVISIONER, so that you have had in that way knowledge of what the Committee has been doing. It seems to me rather out of place for me to take up your time with the general discussion of the Packing House Practice Committee's work. We received during the year something like 150 inquiries to which answers were given, and, as I said, published.

The questions covered nearly as many different topics as there were questions. There were questions of all kinds. I just want to refer to one class of questions involving product and methods of manufacturing products.

Many of those questions came in with simply a request to tell someone how to avoid difficulties or defects in products. They were rarely accompanied by any information as to how the party was handling his product, and very little suggestion to the Committee, giving them an idea as to how to answer, as to what particular phase of the problem was causing the trouble.

I would suggest that so far as you can, and consider it practicable, that you in making inquiries of that kind give the committees some information about how you are operating, and in that way you will enable them much more rapidly to answer your questions.

The topic assigned to me was so general that, as I said, it seems to me hardly worth while to take up your time. Mr. Harding has a definite problem which he is very capable of discussing, and I am sure will interest you and tell you something useful, and I will leave the floor to him. (Applause.)

CHAIRMAN SMITH: We will next have an address by Mr. Myrick D. Harding, on "Packing House Sewage Problems." (Applause.)

Packing House Sewage

MR. MYRICK D. HARDING: The speaker feels highly honored by the president's request that he read an article before this convention on this subject, which heretofore has been avoided by the Institute, but which is a very vital question that will attract more and more attention from year to year, if for no other reason than the interest of common decency.

In the beginning of this industry, the usual method of slaughter was to kill the animal and save the carcass, hide and fat. The blood, intestines and all of the offal were permitted to go down the neighboring stream. Indeed, it was a common custom to build the slaughter house on the banks of a river, so as to make this method of disposing of the by-products easy. It was nothing uncommon, even in the larger slaughter houses of the early days, to see paunches and viscera accumulate during the winter and to witness them floating down the stream during the spring thaw.

Later, the installation of sewers and the building of a final catch basin at the end of the property, together with the more modern method of utilizing by-products, directed the attention of the owners of the plants to the loss occasioned by the prevailing methods.

In many of the larger plants and quite a number of the smaller ones this loss has been duly appreciated and vigorous efforts have been made, by the installation of more modern equipment, to prevent by products of any value leaving the plant by way of the sewers.

Modern Practice.

The installation of departmental catch basins and small intercepting basins in the floors of the various departments and under the tables where the various operations were performed has been a factor in keeping these parts out of the sewer. In many plants, the installation of screens with adequate cleaning devices has been responsible for keeping out considerable of the solid matter.

Today in every well conducted establishment, the supervising authorities make daily inspections of the outer catch basin in order to ascertain whether any of the products are permitted to get into the sewer, as the outer catch basin is usually the tell-tale for the plant. If parts of viscera, lungs or any other by-products are found in the outer catch basin, action is immediately taken to inspect the departmental catch basin in order to locate and correct the fault.

There is no real excuse for any abattoir to permit parts of intestines or fat of any kind to leave the slaughter house by way of the sewer. Whenever a situation like this exists, it shows neglect, indifference and carelessness and results in a monetary loss.

There are, however, solids in the waters from abattoirs, such as the pickle from the dry salt cellar, the waste fuel oil from the engine room, the strippings from the hog, cattle and sheep viscera, the paunch content press water, and, in many of the smaller houses, the paunch contents, which hitherto have been considered of such low value that it would not be economy to attempt to recover them. And the question of eliminating the nuisance has been given attention only in the larger centers.

Various Sewage Problems.

On account of the great difference in the nature of the work of the various departments such as beef slaughtering, sheep and hog slaughtering, rendering plant, wool house, lard refinery, oleo, etc., the packing house trade waste varies widely in its composition, besides being highly concentrated as it finally leaves the packing house. It differs from city sewage and from the trade wastes from other industries and so presents a problem that up to the present time has not been satisfactorily solved by sanitary engineers.

Recently the Sanitary District of Illinois made quite an exhaustive survey at considerable expense to Chicago packers, of the amount of water leaving the packing houses, and of the extent of pollution. These figures are very interesting and the results will be more or less applicable to every slaughter house in the country, according to the volume of business performed. This information will no doubt be interesting to those who heretofore have not been able to avail themselves of this data.

Chicago Sewage Survey.

In making the survey, the Sanitary Engineers placed a weir at the discharge end of each sewer, and measured the actual flow of water and computed the number of gallons of water from each plant daily for a period of one week. Individual samples of this water were taken every ten minutes; these were com-

bined into hourly samples and finally into day and night samples.

These samples were analyzed and the chemists were then able to determine not only the total gallonage of water that left each plant per 24 hours, but also the total amount of suspended solids contained therein, and the amount of grease and ammonia in the solids.

These figures show roughly that the smaller packing houses with a kill of several hundred hogs and a few cattle daily permit all the way from 250 lbs. of solids per 24 hours up to a thousand pounds per 24 hours to go into the sewer.

The next larger houses, running around a thousand hogs and about 150 cattle per day permit from a thousand to four thousand pounds of solids per 24 hours to go into the sewer.

The four larger plants in Chicago run from 10,000 to 24,000 lbs. of solids per 24 hours. The figures further show that in the total packing house district, eliminating the stock yards proper, where the livestock is penned, 127,130 lbs. of solid matter leave the industry every 24 hours.

Problem of Community Pride.

The solid matter shows an average analysis of something around sixty-two one-



M. D. HARDING
(Armour & Co., Chicago)
Speaker at the Convention.

hundredths of one per cent. In other words, about five-eighths of one per cent of suspended solid matter. The dry solids contain about 5% grease and around 4% ammonia.

Since the effluent has a commercial value of less than 50c per thousand gallons, and it is necessary to handle 8,333 lbs. of water in order to obtain 62 lbs. of solids, the cost of evaporating this water is far in excess of the value of the finished material. This indicates clearly that the question of packing house trade waste in well conducted establishments, equipped with the proper interceptors, must be approached from the standpoint of a public nuisance and community pride, rather than from the basis of economy.

Many states in the Union have recently passed legislation directed against the pollution of rivers and streams by trade wastes and it is predicted that sooner or later every state will have such a law on its statutes. It is, therefore, quite necessary that we give this subject of our trade waste the thought and attention that it deserves.

The sewage problem is one that affects every community in this country

and it is a problem that, notwithstanding the amount of study given to it by sanitary engineers, is yet in a rather primitive stage. A very prominent sanitary engineer in this country recently said: "One of the great difficulties in dealing with sewage purification and disposal is the lack of finality in the methods available. The art appears to be in a state of flux, with little demonstrated as practical and economical."

"The old dilution method, relying on the demonstrated ability of a running stream to digest a certain percentage of organic matter, is still in predominant use as an accepted method, but some predigestion is desirable." Therefore, the search for improved sanitary methods must go on.

Throughout the United States municipalities, in answer to the clamor of the populace, have spent many millions of dollars installing sewage disposal plants of one kind or another. In the cities of Atlanta, Ga.; Columbus, O.; Houston, Tex.; Baltimore, Md.; Providence, R. I.; Reading, Pa., and Milwaukee, Wis., large sums of money were, and are now being spent in working out this problem.

Few Disposal Plants a Success.

The writer has, on several occasions, together with committees of sanitary engineers and members of civic bodies visited most of the large sewage disposal plants in this country, and many of the smaller ones that attracted particular attention, and has yet to find a single disposal plant, that could be considered entirely successful. Some cities have spent millions of dollars and yet permit the effluent to leave their sewage plant containing a greater percentage of suspended solids than are in the raw sewage in other cities entering into the disposal plant which has been built at an enormous cost.

The average city sewage varies from about 160 to 250 parts per million in suspended solids, and these solids can easily be digested and dissolved, especially after screening. Packing house trade waste, however, runs all the way from 100 to 5,000 parts per million suspended solids and contains organic matter in solution as well as organic matter in suspension.

The dissolved solids include salt, dye, chemicals and various other substances not usually found in city sewers, all of which make our problem of treating packing house trade waste the more difficult.

Usual Disposal Methods.

The usual sewage disposal methods are as follows:

- First, dilution with water and subsequent self-purification.
- Second, lime sedimentation system.
- Third, sand filtration.
- Fourth, the Imhoff septic system.
- Fifth, the Puschner septic system.
- Sixth, direct oxidation or electrolytic system.
- Seventh, activated sludge.

The water dilution method is as old as time and is the one practiced right here in Chicago, the system being commonly known as the drainage canal. The method is only practical when the supply of running water is ample.

The lime sedimentation tank is in use in many cities, one of the larger plants is located at Hamilton, Canada, but the cost of treating plant per capita is very high, and the results not always satisfactory. It has been repeatedly demonstrated that sewage clarified with lime will putrify on mixing with river water, even if nearly sterile when discharged, so that the lime treatment cannot be considered highly efficient.

The sand filter beds are only available in territories where the acreage of sand field is large and the volume of sewage relatively small. It requires many acres of sand, and while this system is used in small villages, especially in New England and the West, it has never been

found practicable in towns of any size.

The Imhoff septic system is really a predigesting system and constitutes a series of settling tanks, predigesting tanks and sprinkling filter beds. This system requires enormous acreage; it is expensive to operate, uncertain in its results and has been proven to be an absolute failure on packing house trade waste.

The Emscher septic system is very similar to the Imhoff septic tanks and operates in very much the same manner. It has likewise been proven a failure on packing house trade waste. This system was tried out many years ago in one of the Chicago plants.

A New Experiment.

The direct oxidation or electrolytic method is but little known and like most new experiments is not given much publicity by the sanitary engineers. It is getting the same sort of treatment that the activated sludge method received when it was first brought out; that is, it was condemned first by one engineer and then by another.

Most of them afterward acknowledged it was a step in the right direction and a considerable improvement over any previous method. Now the direct oxidation method bids fair to be an improvement over the activated sludge. There is a plant in Philipsburg, N. J., and another in Allentown, Pa., which are producing some very gratifying results.

To a practical man the system seems to have a lot of merit. It was tried out in one of the Chicago packing houses many years ago and with fairly good results so far as precipitation of solids was concerned, and it was also quite successful in producing a staple effluent. Since that time, however, considerable improvements have been made in the system.

This process is economical to install, economical to operate and can be built in a residential section, as it has no indications of a nuisance. One thing particularly appealing about this system is the fact that it does not require scientific or technical management like the other systems. Any man with ordinary intelligence can operate the plant. The only technical man required in or about such a plant is a chemist to make analyses.

All the evidence now on hand based on the operation of the plants at Philipsburg and Allentown gives clear promise that this process can, satisfactorily and without nuisance, solve the sewage problem continuously, reliably and economically. The system is nothing more than the passing of sewage over screens, and then through an electric chamber in which the solids are precipitated; after this milk of lime is added for further purification.

Only Mechanical Process.

As to comparative cost of operation of this system and the others, there is little to choose. In passing, I may say that this process is attractive to me for one particular reason, namely, that it is the only essentially mechanical process for purifying sewage, and the only one in no way dependent for its success upon biological activities.

The activated sludge, like the direct oxidation method, is a purification process. It consists essentially of aerating the trade waste for a certain length of time in order to develop the bacteria already in the waste waters to such an extent that they digest and coagulate all of the organic matter in the waste waters in a period of about four hours, after which it settles readily and the effluent leaving the treating tanks is clear and practically stable.

Activated Sludge Method Good.

The experiment made by the University of Illinois at Urbana, the experiment of the Chicago packers and the Sanitary District of Chicago, the plant at Houston and those at Cleveland and Milwaukee all

proved beyond the shadow of a doubt that the activated sludge method of sewage disposal would successfully treat waste waters from this industry, but we are confronted with the problem of disposing of the sludge.

When turned out from the aerating tanks this precipitated sludge contains 99½% water and only one-half per cent solids, and up to the present time no satisfactory method has been devised that could successfully handle it. Experiments are now being made at considerable expense in Milwaukee and Houston, and likewise in Chicago at the Maywood and Pullman plants and it is quite possible that the genius of the engineers will result in a practical and economical method of dewatering this sludge, but up to the present time it has baffled the brains of the scientists.

The activated sludge system is expensive to install and expensive to operate, but it certainly is a complete success as a purification method, odorless and efficient. The dry sludge contains from 6 to 7 units of ammonia, and if we ever work out a scheme of dewatering and bringing the sludge down to 10% in moisture, after considering the existing meth-



E. A. CUDAHY, JR.
(Cudahy Packing Co.)
Director of the Institute.

ture, there is some possibility for this method being made to operate at a profit, since it is the only method producing a really good, high grade ammoniate.

Present Relief in Screens.

So, after considering the existing methods of treating city sewage and trade waste, we must come back to our own problem, and under the circumstances, the only present relief is the installation of screens at the slaughtering plants. Screens can be installed of proper size to remove the large portions of the suspended solids. This will minimize the objections to waste water from packing industries flowing into the neighborhood streams.

Streams, however, will not remove the finely divided organic matter in suspension; although if there should be a goodly supply of running water in the stream, this organic matter will not dissolve until it has gone a certain number of miles and the chances are that the degree of dilution between the water in the stream and the waste water from the packing house will be sufficient to purify the packinghouse sewage before decomposition sets in.

The sanitary engineers tell us that 20 gallons of water mixed with one gallon

of sewage will purify the packing house sewage in a distance of five miles, provided, however, that reasonable care is used to retain all by-products such as viscera, lungs, and other items which though neglect are liable to get down the sewers in some of the packing houses.

Our sewage problem is not one to be treated separately either by an individual concern, or by an industry where such concern or industry is located in a municipality, but is one that should be approached on the basis of a community problem. The heavily concentrated trade wastes from abattoirs are much more readily handled when diluted with the less concentrated waters of the city sewage.

Basic Sewage Disposal Facts.

The members of the Institute should keep in mind the following outstanding facts, based on the results of considerable study of this problem which are as follows:

First: There is no known method which will successfully handle packing house trade waste alone.

Second: There are only one or two known methods that will handle trade waste when mixed with city sewage.

Third: In a properly operated abattoir profit cannot be expected from a sewage disposal plant.

The time will come when legislation will force industries of all kinds to keep trade waste out of neighboring streams and then this industry will be face to face with an intricate problem requiring scientific knowledge.

The packing industry is one of the leading industries in this country, and it should co-operate with the civic authorities so far as possible in relieving the local sewers of solid matter by the installation of screens. Before many years popular opinion and scientific data on the question of public health will compel municipalities large and small, even down to country hamlets, to install modern sewage disposal plants just as soon as some one simple method of sewage disposal can be worked out, whether it be the activated sludge, the direct oxidation or some other method.

One thing is certain modern thought, the evolution of science, and the preservation of life all have a tendency to direct the minds of the thinking layman as well as the trained mind of the scientist towards the subject of sewage disposal, and the members of this Institute would fail in their duty toward their fellow men if they do not likewise direct their thoughts and attention toward this most important problem.

CHAIRMAN SMITH: Gentlemen, I have a telegram here from one of our ex-Presidents, J. Fred Krey of St. Louis, which we thought would be of interest to you all:

"St. Louis, Mo., October 9, 1922.

J. W. Murphy,
Care Hotel Drake, Chicago, Illinois.

"Yours gratefully received. Kindly accept my sincere appreciation of your thoughtfulness. I deeply regret the fact that this is the first convention I am obliged to miss and am deprived of the much anticipated pleasure of attending this one on account of physical inability. Surely thought I would be there today. However, failed in my attempts to obtain the doctor's permission. Thought a few shots of different nature might prove more beneficial. He, however, to my disappointment, would not agree. Remember me to the President and all the members of the Institute, and extend to them my heartiest wishes for the success of the Convention and that all will spend an enjoyable time.

(Signed) Fred Krey."

We will now present Mr. Jay C. Hormel, who will address you on "Problems Peculiar to the Smaller Packing Units." (Applause.)

Problems Peculiar to the Smaller Packing Units

MR. JAY C. HORMEL.

Mr. President and Members of the Institute:

The one big question before the meat packing industry today is, "What is wrong with the packing business?" The answer is that many of our activities absolutely are not based upon sound economic principles.

Many Branch Houses and Profits.

The most profitable distributing outlet of the packer is the route car. The chief reason for this is found in the difference between car route and branch house accounting. The branch house is speculative. It is charged with inventory losses. It is credited with inventory gains. These are so important a part of the monthly profit and loss figures that the attention of every branch house manager under that system is partially focused on ways and means to avoid market losses. His attention is thus diverted from his real function, which is to sell goods at a PROFIT over the current market.

Branch Stocks.

Stocks in the branch houses should be governed by requirements of turnover. Surpluses over and above that amount should be governed by the provision department, which concentrates on the study and analysis of market conditions. The unsold product at a branch house is just as definitely property of the main house as if it were stored in the main plant's curing cellars or freezers.

Charges to Branches.

Suppose that product is charged the branch at the market plus boxing and similar expenses on the day the customer is invoiced. That would relieve the branch from market fluctuations. The branch house manager knows the expense of his branch per week and per day. He knows the actual cost of his product f. o. b. his branch based on the Chicago market plus expenses. He knows that product must be sold at a gross profit sufficient to leave a net profit after paying his branch house expenses. He knows that the value of a sale is not the number of pounds he has sold, but rather the total number of dol-

lars profit which he can apply against his daily operating expense.

The Justification.

A branch house manager working on that basis does not sell under the market in his anticipation of a market decline. He knows that his parent house expects him to sell only the volume of product which he can move at a profit that day. He knows that the stocks at home are based upon the dependable sales ability of his company. He knows the provision department will move any minor surpluses if they exist, and he knows they will secure outside product to avoid shortages at his branch.

Likewise he does not sell under the market because of an advance. He knows that his profit is based upon the advantage to which he made his sales that day on that day's market. He knows that the inventory profit gained by the house on a market advance is only an offset to the inventory decline which must some day come. He therefore realizes that he must get the last penny on an up market just as he must on a down market.

Selling Price Should Be Alike.

The packer sells independent jobbers on a basis equal to the prices he charges his own branch house or car route. The jobber makes a profit; the branch house does not. The jobber knows that without a profit he is out of business; the branch house manager knows that he can continue in business even if he does make a loss.

The Chicago market on any given item any given day is a known figure. The expenses of smoking, of boxing, of operating a branch, of maintaining salesmen and of making collections, are practically the same with each of us. Freight rates are standard. Chicago is the basis. Our selling price should be the Chicago market, plus expenses, plus freight from Chicago to destination, whether our plant be located east or west. Therefore, our selling prices should not differ greatly.

You have perhaps noticed that if you wish to buy a stick of lumber or a sack of cement the price is practically the same at one place as another. This is not because of a combine among lumber interests or among cement people. They figure cost and refuse to operate without a profit.

Branches Can Make a Profit.

The packer can operate branches at a profit if he will only make up his mind to do it.

There is a certain branch house which was showing a very considerable loss. The management had been changed time and time again. Volumes of letters had been written. Many words had been used. But the branch continued to lose money. It was decided to close the house, but as a last resort, five thoroughly competent men were sent to that branch. They were told to do what was necessary but not to come back until the branch was making a profit. In three weeks time that branch started making a profit, the men were withdrawn one at a time, and it has made a profit every week since. Branches can be made to earn a profit.

Packers Can Make a Profit.

The capacity of the packing industry is greater than the demands upon it. We can slaughter more animals; we can cure more meat; we can distribute more product than the public will consume.

We must now decide whether the life of the individual companies is a question of duration of capital or a survival according to fitness.

Now we are crying, "Volume." We are losing money operating on that basis.

We should be crying, "Profit." If everyone will refuse to operate without profit, we can have profit.

Branches Entitled to Profit.

Any branch house or other selling agency is justified only by its ability to serve the public. For this service it is entitled to make a reasonable profit. Any packer who operates a branch house at a loss is committing an offense against himself, against his competitor and against the public.

He is committing an offense against himself because he is sacrificing a dependable profit for a speculative profit. He is committing an offense against his competitor because he is preventing his competitor from building his business on a firm merchandising foundation. He is committing an offense against the public because he is limiting the field of competition on an equal price basis to those who have some income other than a legitimate jobbing profit.

Right Hog Buying Policy.

The sales of any packer are divided into two classes: First, the sales of unbranded standard goods because he thinks the market is right; second, sales through his own distributing organization, of branded manufactured products. Let us call that his definite dependable sales ability.

The general operating theory in the packing business seems to be to produce according to the availability of livestock and the packer's idea of the future market. The selling policy is then made to fit the buying policy.

We should buy according to our definite dependable sales ability.

Regarding Overhead.

If we operate on that basis, the surpluses and shortages which bull and break the market would not occur as they do now. Simply because a man has a packing house is not sufficient reason for him to operate it. The theory is wrong that volume of business, simply by reducing overhead, will make profit. The overhead in any plant is not so much per animal, but rather so much per year. During that year the packer must find a means of making sufficient dollars profit to offset his expenses for the year.

Operate for Profit, Not Volume.

It is probably a fact that the total of the manufacturing profits of the packers each year—sausage rooms, smoke houses, lard refineries, and all—will exceed the total profits of the business. The reason is that we kill hogs, "to keep the wheels moving," building up unwarranted inven-



EXECUTIVE VICE PRESIDENT HEINEMANN AND CONVENTION IMPRESARIO A. D. WHITE IN CONFERENCE.

tories on a misleading accounting basis, as pointed out by Mr. Oscar Mayer in his pamphlet, entitled, "Dead Reckoning."

From the packer's standpoint, the function of a branch house is to sell goods at a profit. We must operate our branches on a profitable basis. We must close them when they will not show a profit. Our killing operations must be based on our ability to sell and not on our ability to accumulate.

Statistics.

Probably one reason why we accumulate product for which we have no definite, dependable, sales outlet—product which therefore becomes a surplus to break the market and take from us our legitimate manufacturing profits—is that we know so little about the consumption of meat by cuts and by averages and how that consumption is affected by various known conditions.

To begin with, there seem to be no accurate livestock statistics. Last winter the error was nearly thirty per cent. We should know how many hogs are in the country. We should know the supply of feeds. These figures, both nationally and by states, should be reliable and so published as to be readily available. Such information would tend to stabilize livestock prices from the start.

Next, we should know everything possible about consumption. At best, consumption statistics could not be complete, for local killings would not be included. But, each packer's records show his sales to jobbers or retailers.

He can tell what quantities of his own manufacture, by item or by average, went into consumption in a given territory over a given period of time. Such information could be compiled by the Institute. With modern statistical machinery the expense should not be prohibitive.

Thus we could know the consumption of any given item either nationally or by districts for any month in the year.

Why More Statistics.

The compilation and study of such data is only to follow the method of science. When Newton began to tabulate the speed of falling objects, he did not know that he was to be rewarded by the discovery of the law of gravity.

Now, we have certain known facts such as weather conditions, bank clearings, crop conditions, a countless number of every-day facts. If the consumption of the various kinds of meat were also known, comparisons might be made over a period of years and definite rules might be established. Someone in writing a market letter might have discovered that a loss of wages in the coal districts affected the consumption of hams some rather definite proportion. We might have realized in May that a surplus of hams was already accumulating. We might have saved the millions of dollars the industry lost in depreciation of its ham inventory.

The possible benefits of such information warrant many times the necessary expense. The industry should immediately have and should study better statistics.

Summary.

To summarize: The packing industry needs better management.

Ability to sell at a profit must govern every packinghouse activity. Hogs must not be killed unless they can be cut up and sold at a profit on the current green meat market. Green meat must not be put into the cellars or freezers unless there is a definite, dependable—and profitable—sales demand for the product. Putting meat away for purely speculative reasons must stop. Branch houses must be nonspeculative. Losing branch houses must be closed. Selling prices must be based on the Chicago market plus freight from Chicago. There must be better information, specifically and by districts, regarding the supply and demand of hogs

and products. That information must be more readily available and better known.

Finally, every individual in the industry must give more attention to the problems of the industry, and must apply common sense principles to his own business without selfish prejudice.

CHAIRMAN SMITH: Gentlemen, we will now hear Mr. Harvey G. Ellerd, Chairman of Committee on Industrial Relations. His address is on "Intelligent Labor Policies."

Intelligent Labor Policies

CHAIRMAN HARVEY G. ELLERD: Gentlemen: I hesitate to interrupt a train of thought that has been started by so practical a paper as that presented by Mr. Hormel. However, being on the program, I must bow to the wishes of the Committee.

I have been assigned a subject which sounds exceedingly short and simple. I presume that the brevity of the subject is responsible for the short space of fifteen minutes which has been allotted to its discussion.

"Intelligent Labor Policies." It sounds as though they were things that might be



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Speaker at the Convention.

upon 'all industries and were greatly encouraged by the attitude of the United purchased over the counter and were perfectly tangible articles of commerce. Quite the reverse—they are just as indefinite as any human attribute, and a firm can no more purchase "Intelligent Policies" for the handling of their people, than can an individual purchase character and integrity. And yet we know that these qualities are essential and fundamental to either business or individual success.

Such a brief discussion as this must be, on this subject, can only skim the surface and deal in generalities, rather than with anything specific.

Labor Policies Not Theoretical.

A great many employers shy at industrial relations, or at Intelligent Labor Policies, seeming to feel that they are new-fangled, fancy and theoretical schemes introduced into the business by long-haired men, or short-haired women, who have no practical experience, and who have no interest in the success of the industry.

No doubt this impression was given a footing during the war and during the post-war period, by the fact that so many so-called experts on industrial relations and kindred subjects, projected themselves

States Government. However, during the period of deflation, these persons who had risen largely on their own froth, were put aside and their fancy ideas and schemes were gladly shaken off by employers upon whom they had been saddled.

Unfortunately, the reaction against this class of experts was such as to result in a return to labor policies which, in some instances, were not intelligent. However, firms which had proceeded slowly and which had founded their relationships with their employees on a stable, practical basis, continued that relationship, although, of course, with such retrenchments as were necessary during an unsuccessful period.

It would indeed be unfortunate if the movement toward better industrial relationships were to come to grief because of the many fallacies that were committed in its name. There are no patent medicines, or specifics, that will definitely, and for all time, solve the problem of relations with employees.

Sometimes I think that it is not a problem, in that a problem is capable of definite and final solution, while in the handling of employees, one never arrives at a definite and final solution, but simply meets one crisis after another. By the exercise of common sense, and the application of plain business judgment to the relationship with employees, many of these crises may be avoided.

A Good Test of the Labor Policy.

There is one test that is infallible in determining the wisdom of any labor policy. What would be the effect of this policy upon us if we were in the other fellow's shoes? Would we approve of our policy if we were the workmen and were actively affected by it? We must always keep in mind that human beings, whether they are employees or employers, react to the same influences. They have the same joys and pleasures, and the same dislikes and hatreds, not all in the same degree, of course, but in general it is pretty safe to say that we can determine the wisdom of any decision by trying its effect upon ourselves.

In my humble opinion, the one thing to be desired in establishing satisfactory relationships with employees is first of all, to arrive at a basis of mutual confidence. If you once establish that in an organization, the results flow along naturally and easily. The method of establishing confidence is immaterial. There are many experiments which have been tried by employers all over the world with varying degrees of success and there is the greatest dispute as to the efficiency of different experiments in the establishing of confidence. Profit sharing, pensions, benefit societies, group insurance, vacations and hundreds of others are looked upon with favor, or disfavor, depending upon the result accomplished by them in various companies. It does not matter whether you deal with employees through Employee Representation Plans, or whether you deal directly with individuals, or whether you operate on an open shop basis, or under union contract, if you have the confidence of your employees, you are going to have satisfactory industrial relationships and no one can challenge the intelligence of your labor policies.

Must Consider Individuality of Men.

"Intelligent Labor Policies" are really the application of sound business ethics to a human relationship that is absolutely necessary and vital to the operation of any industry. It does not mean any palaver or patronizing attitude on the part of an employer. The average workman of today resents and resists bitterly any attitude of charitable benevolence, and many plans that have been founded with the best of intentions on the part of the employers have come to grief because they have not taken into account the individual independence of each workman.

After the failure of such well intentioned experiments, many employers become bitter and feel that there is no gratitude in their people, and that the only policy is to treat their employees simply as a necessary but troublesome commodity, to be purchased at the lowest market price, and to be treated in a purely impersonal manner.

These extremes of attitude, while only natural, are destructive in effect, and eventually lead to a test of strength between the employees and the employer.

We have to take cognizance that in every person there is a natural ambition which some writer has termed "a holy discontent." This is the natural desire to improve their conditions, to arrive at a better basis of living and to elevate their standards. This should not be bitterly resisted and pounded down by the use of force. It is the influence which produces progress in the human race. The most intelligent thing that employers are doing today is to guide this influence along constructive lines, rather than destructive ones, by giving to their employees information and education in fundamental business economics; to show them that higher wages never come with a lessened production, but that they depend upon more production and that employers do not pay wages out of some vast and idle stock of money which employees seem to think they have readily available; that capital is tied up in buildings and machinery and equipment, and that wages are only paid out of what is created by the workers through the use of the conveniences afforded by capital.

More employers are seeing the wisdom of putting these simple economic truths before their workers and as this sort of education progresses, it is to be hoped that the workers themselves will see the utter futility of attempting to wrest by force, wages that an industry cannot afford to pay, and also that employers will see the fallacy of shaving wages for the purpose of creating greater profits.

Methods of Educating Employees.

There are a number of ways of carrying on education of the right sort among employees. One of the most commonly used is the plant newspaper, which injects the element of personal interest into the editorial or educational material. This is the most effective way of getting the truth before employees.

For small employers where a plant newspaper is not practical, there have been bulletin services devised which can be purchased at a small expense. These bulletins can be posted around the plant, and carry the lessons in simple language, illustrated by pictures and cartoons. Another service which has been effective, is including such material in the pay envelope, or attaching it to the pay check.

These are the most effective and least expensive methods of carrying on an educational work in fundamental business economics. There are other methods that are devised to fit particular situations. It is my firm belief that putting the truth before employees and explaining to them the difficulties confronting the business, is the most intelligent and most necessary work being done today toward the moulding of opinions and ideals in the minds of the workers, which will eventually result in the right attitude toward their employers and likewise an employer cannot put these facts before his people without becoming thoroughly imbued with the truth and the spirit of them.

In small establishments industrial relations seldom become acute. The owner of the establishment usually gives his personal direction to the operation of the plant. He knows his men and they feel free to discuss their problems with him. This mutual understanding creates confidence. It is in the larger plants where the men who make the policies for the company, seldom come in contact with the actual worker, that we find acute situations.

Training the Foremen.

Many employees have found that this situation can be greatly relieved by giving special courses of training to the foremen. The foremen are the points of contact between the executives of the business and the actual workers, and the firm's policy may be ever so sound and intelligent, but if the foreman is a non-conductor, the whole effect of the policy is lost upon the workmen.

Someone has described the foremen as the non-commissioned officers of industry, and they really stand in that position. I sometimes think that we give too little consideration to the tremendous importance of the foremen in the organization of our plants. Foremen are frequently selected because they are skilled in the technical operation of their departmental work, and we often overlook the fact that they may not have had experience, or may not possess qualifications which fit them for the executive duties of handling a department and especially for the tremendous responsibilities that are placed upon them in the proper handling of men.

Tactfulness on the part of a foreman in his relation with the people working under him is the greatest qualification that he



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Chairman Committee on Industrial Relations.

can have for his job. We have known many instances where men skilled in the technique of their own departments, but not equipped with that tact and that valuable quality of getting along with their people properly, have made utter failures as foremen, while other men, not so skilled, but possessing ability as organizers, have made tremendous successes.

The man who has the ability to properly organize and to get the entire degree of co-operation from his people, soon has all their brains at work for him, and the lack of technique on his part is not greatly missed. Courses teaching fundamental economics, psychology, sociology, and kindred subjects have been found to be very valuable in developing foremen.

It is not to be expected, however, that any of these schemes will bring a permanently satisfactory condition among the personnel of any business.

We will always find among employees, as among any other class of people, individuals who are looking for a fight. I am reminded of a story that I heard the other day about two Irishmen who were discussing the new Irish free state. One of them said: "Have you heard that England is giving Ireland her freedom?" and the other one replied, "Then we won't have to fight for it any more; ain't that just like

the dirty English?" We are always going to have some individuals who will want to stir up a fight simply for the love of a fight? But with the display of intelligence on the part of the employers, the employees in the great majority of cases are going to respond in like.

There Is No Simple Solution.

"Fairness begets fairness." The truth of this axiom is never more apparent than in employe relationships. As I have said before, there is no fancy scheme or plan, there is no theory that will ever solve this problem and make it stay solved. The same plan, or idea, or scheme, will not work in a like manner in different businesses. In some it will succeed, in others it will fail.

The packing business enjoys an enviable position in the minds of the public for its intelligent labor policies, and it is to be noted with the greatest gratification that the employers in this industry did not exercise arbitrarily or unreasonably the power which has been theirs, in the last two years, to hammer wages down to the lowest limit, but on the contrary, they displayed a humaneness in the fact of the most discouraging conditions of which they can well be proud. In spite of the fact that the business has been far from profitable, that the supply of available labor was such as to permit of the payment of almost any wage, we find the wages in the packing industry maintained at a level which has been very considerably above the average throughout the United States.

This policy, of course, has not been without benefit to the industry. We have retained our good men and the men have worked with a better spirit, and no doubt with very greatly increased efficiency.

One of the most distressing and disturbing factors that we find in connection with the proper handling of labor in the packing industry is the seasonal fluctuations of the business. If our work could be planned in advance and our raw material contracted for so that we could maintain a steady working force for a given period of time, it would indeed be a happy situation. As it is, the uncertain receipts of livestock compel sudden increases in gangs and likewise the dropping off of receipts necessitates the laying off of great numbers of employees. This produces a heavy labor turnover and dissatisfaction among the better class of employees, which is only natural.

To centralize the bad effect of this uncontrollable condition, the larger companies and many of the smaller ones, have established the five-day weekly guarantee and the amount of guaranteed time paid to employees is a very considerable item. If that happy day ever arrives when there will be some stabilization of livestock receipts, and some certainty of continuity of employment in the industry, it will be welcomed, not only by the workers, but by the employers. However, such a situation does not seem at all possible, and it looks as though this problem would continue to confront us for a long time to come.

To sum up this long discussion of generalities, just let me say that "intelligent labor policies" can be arrived at by the application of good "horse sense" and I have heard "horse sense" defined as "stable thinking." (Applause.)

CHAIRMAN SMITH: We will now have an address on "Knowing Production Costs," by Mr. J. H. Bliss, chairman of the Committee on Standardized Accounting.

Knowing Production Costs

CHAIRMAN J. H. BLISS: A few days ago I received a letter from our good friend and vice-president, Mr. Heinemann, advising that he had assigned me a place on the program, allowing 15 minutes for a talk on the subject of "Knowing Production Costs." I don't know what designs "Heinie" may have had upon my good

health that would cause him to assign me such a subject.

It is hard to imagine a subject about which it would be more difficult to talk to this gathering. Every successful packinghouse man realizes the advantages, and in fact the necessity of knowing production costs. Of course, there are some outsiders who have held the opinion that we have no costs in this industry. On the other hand, there are others who would doubtless admit that we have too many costs in this business. It would be useless for me to take up your time attempting to tell you about packinghouse costs. You have to know about them because of the character of the business.

There are some striking differences between this business and other industries which it might be well to note as emphasizing the point that those in this industry who are successful must know all about their costs.

In this connection I would like to point out some of the facts developed in a statistical compilation which was undertaken by a group of people, largely advanced students at the School of Commerce of the Northwestern University, with whom I had the privilege and pleasure of working. This group undertook the preparation of statistics from all available published corporation reports, developing for various kinds of businesses, statistics on earnings, turnovers, financial ratios, etc.

The survey covered approximately 350 large representative companies in 44 different industries, mostly manufacturing, though including some merchandising, mining and oil companies. The period covered by the review was the war years and the post-war years, including 1921. I was much interested in noting the comparisons between the packing and other industries as they were developed. Considering them it appeals to me that they offer the best of reasons why the successful packinghouse man must know his production costs, his expenses, yields, margins, etc. With this thought in mind, let us review some of the more important analyses made.

Earnings on Stockholders' Investments.

Naturally this was the first analysis undertaken. The measure used was the amount of final net profits earned annually upon the investment of the stockholders, meaning capital stock, surplus, and appropriated surplus. We found that for the nine years ended 1921 the group of packing companies showed average annual earnings on their stockholders' investment of 6.2 per cent, as compared to an average of all of the available companies of 8.5 per cent. The earnings of the four war years of the packing companies averaged per year was 14.4 per cent, which compares to the average of all companies per year of 14.0 per cent.

On this basis we can assume that the earnings on stockholders' investments in this industry are quite comparable to the earnings of other manufacturing industries. At least they are not greater.

Margin Earned on Sales.

The next analysis undertaken was the margin earned on sales in different lines of business. This information was obtainable for a smaller number of companies, as many do not publish sales. There are, however, sufficient in the group to give representative averages.

We found the packing companies earned over a period of nine years an average margin on sales of 1.3 per cent, which was the narrowest margin shown by any industry. The average margin of all companies over the period of years was 6.6 per cent. That is, the margin on sales earned by packing companies was approximately one-fifth the average margin retained in manufacturing and merchandising industries.

Turnover of All Capital Invested.

With this margin on sales of only one-fifth the average, yet earning almost an

average return on the stockholders' investments, it is apparent that the turnover in the industry must be much more rapid than in other industries. The figures developed show the turnover of total capital in the packing industry to be the most rapid of any industry studied. The measure used was the dollars of sales per year dollar of total capital invested. From the averages over a period of years some of the striking comparisons were:

Packing companies sales were \$2.36 per dollar of all capital used; mail order business sales were, \$1.32; retail chain store sales were, \$1.27; auto accessories manufacturers' \$1.16, and the average sales per dollar of all capital used of all companies studied were \$.88.

This shows the turnover in the packing business to be almost three times as fast as the average of all industries.

To state this otherwise, where many businesses take three or four years to sell the equivalent of their capital invested, and where the average business takes 14 months, the packing industry does it every five months. I doubt if many people realized that the turnover of total capital in the packing industry is almost twice as fast as that of the mail order

all industries studied over a period of years.

You will likely be much interested in noting that the stocks of goods on hand in packing companies turns over 11-4 times to each one turnover of stocks in representative retail chain store companies.

Turnover of Accounts Receivable.

As a measure of the rapidity with which the investment in accounts receivable turns, the days of average sales tied up in accounts receivable was computed. That is, the number of average days' sales outstanding and unpaid for at the end of the year. While not an accurate measure, it was the best which could be applied to published statistics.

Over a period of years the packing companies show an average of 41 days' sales outstanding in accounts receivable. The total of all companies showed an average 45 days of sales outstanding. Retail chain stores, of course, had the smallest outstanding in receivables, with an average of but 3 days of sales.

Turnover of Plant Investment.

Volume of business handled on the plant investment is a very important relationship. The more a business does on a given investment, the lighter are the overhead expenses per cwt. of volume handled.

In the analysis the measure used was the dollar of sales per year per dollar of capital tied up in plant investments—the only measure which could be used in connection with published reports.

In averages, over a period of years, the packing companies rank third in volume handled in plant investment.

Tobacco manufacturing and distribution shows \$13.05 of sales per dollar of plant investment; mail order merchandising businesses show \$9.74; packing companies show \$9.62; retail chain stores show \$8.96, and the average of all companies with these included is \$1.73.

In other words, the turnover of sales on the plant investment in the packing industry shows 5-1-2 times as fast as the average of all industries.

Considering the tremendous investment of the packing companies in plants and facilities, the foregoing comparisons are remarkable.

Highly Liquid Character of Investment.

In the analysis of the final statements, the highly liquid character of the investments of packing companies was noted. The figures developed show that on the average, the packing companies had about 57% of their total capital tied up in current investments—cash, accounts receivable, and inventories—and that almost one-half of that amount was invested in inventories of product and supplies. The average of all industries showed similar current investment of only 38% of their total capital. The packing companies had tied up in plant investment about 30 per cent of their capital, while all companies as an average showed 49 per cent. There are very few companies that have as large a portion of their capital invested in current assets as do packing companies.

Borrowing on Short Terms.

On the other hand, the packing companies borrow a larger portion of their capital requirements on short terms, than do most other industries. The figures developed that packing company short-term borrowings are about one-fourth of their total requirements, as compared to short-term borrowing in all industries of about 15% of their requirements.

Both of these points, the large investment on one hand, and the large proportion of current borrowings on the other hand, indicate well the highly liquid character of the packing business.

Now let us draw together these significant comparisons, emphasizing the individual characteristics of this industry:



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Chairman Committee on Standardized Cost Accounting.

business or the retail chain stores. Considering the character of the business, the extensive plants and large inventories of goods in process of production and distribution, this fact stood out as most unusual.

One might question as to how this is accomplished. In answer, three other turnover figures were developed. The turnover of inventories, turnover of accounts receivable, and the turnover of fixed plant investment, all show interesting comparisons.

Turnover of Inventories.

We found that the turnover of inventories in the packing house industry was by far the most rapid of any manufacturing or merchandising industry investigated. The measure used was the dollars of sales per year per dollar of inventories at the close, which was the best measure obtainable from published statistics.

The striking comparisons were: The packing companies with \$7.48 of sales per dollar of inventory; retail chain stores with \$5.93; chemical product manufacturers with \$5.42, and the average of all companies, \$4.42, indicating that the packing companies have turnover of inventories 68% faster than the average of

1. Earnings on the stockholders' investments quite the average of all industries.
2. A margin of profit earned on sales one-fifth the size of the margin taken by the average industrial company.
3. A turnover of all capital invested in the business three times as fast as the average.
4. The turnover of inventories 68% faster than the average.
5. The turnover of accounts 10% faster than the average.
6. The turnover on plant investment $5\frac{1}{2}$ times as fast as the average.
7. A larger proportion of capital tied up in stocks of goods and accounts.
8. A larger proportion of capital obtained on short-term borrowings.

In addition to these, consider the fact that the inventories in this industry are of perishable products, requiring not only careful handling but prompt movement; and that the services rendered by the industry are without doubt the most vital, and probably more remarkable than those rendered by any industry.

It appeals to me that those points, which are the vital characteristics of the industry, are in fact the best reasons why a successful packing house man must know costs. But beyond this and included in it he must have information on markets, expenses and the maintenance of services and efficiency. Differing from other industries, he must know those things about his business from day to day and all of the time because the conditions are so changeable.

Anyone will concede as a general proposition that in other industries it is highly essential to know production costs and all related elements. If this is essential in other industries, it is several times as necessary in the packing business.

The facts are that things move so fast in this industry that one must know his costs—know them every day—and know them before they happen, so far as that is possible. The man who does not is lost before he realizes it. (Applause.)

CHAIRMAN SMITH: The next will be "The Economy of Standardizing Containers," Mr. John P. Dowding, Chairman of the Committee on Standardized Containers. Mr. Heinemann tells me that Mr. Dowding's committee, the Committee on Standardized Containers, has held more meetings than any other committee of the Institute. Weekly meetings were held, many of them lasting all day. Packing tests were made, materials tested, supply men consulted and a wealth of valuable data accumulated. It may be safely assumed that whatever recommendations Mr. Dowding makes, are made only after due deliberation. (Applause.)

Standardization of Containers

JOHN P. DOWDING: The question of standard packages is conceded to be one of the most important in any branch of industry, and, owing to the ramifications and the various number of items handled in this industry, the question of standardization is paramount with us.

It requires considerable study in order to accomplish a solution to our problems. Time and long usage have developed many sizes and styles of cans, boxes, woodenware and fiber containers. This has been made necessary by different trade demands in various parts of the country, and the natural desire of the packers to give service has resulted in the present lack of uniformity of containers, which brings forth the necessity for standardization.

It is difficult to map out a program to standardize our present containers without some changes, and your committee has had to keep in mind the duty we owe to the public as well as the economical effect upon the members of the Institute.

Many packers have conducted very extensive investigations, and have made

progress in standardizing their packages and working out their own problems. Other packers have paid but little attention to this important subject.

Careful Study Necessary.

From our experience in the past two years we have been forced to realize the necessity for careful study of every package under consideration for standardization. It is very easy to adopt some standard package and suggest to the members of the Institute that they use it, but we must look behind the screens to see what effect it will have on the various interests affected. For instance, in standardizing a wooden box, we must take into consideration the lumber man's problem, the problem at the sawmill, the problem at the packinghouse, the question of shipping and the public.

It is easy to suggest the standardization of a certain size lard pail, but consideration must be given to the tin plate manufacturer, the can maker, the kind of equipment they have on hand, the refinery, and the public demand. There is no denying the fact that the surface has only been scratched on this subject, and that is readily proved by some of the accomplishments during the past year.



JOHN P. DOWDING
(Armour & Company, Chicago)
Chairman Committee on Standardized Containers.

It is not very long ago that the average packing house, shipping export meats, would have from 25 to 40 different styles of export boxes for dry salt meat shipments, and an equal number for export sweet pickle shipments. Very few of the houses used the same style and size of box, with the result that the packages leaving America for England were so varied in size and shape as to cause considerable comment on the other side. One packer alone has been able to reduce his export boxes in number from thirty-six down to two. This made it unnecessary to carry a large assortment of styles and sizes and produced a real economy.

Discontinue Odd Sizes.

Just this past year the Committee on Standardized Containers made recommendations to members of the Institute that they discontinue the use of odd size lard pails and adopt standard sizes. To illustrate what this means, the speaker has in mind one packer alone who changed the style of five and ten pound pails for a certain brand, so as to be able to make these pails on the same line of automatic machinery that they used for making pails of the same capacity but different dimensions and showed a saving of \$5,000 a year on this one item. Here is a thought for every user of tins.

How many of the packers present realize that when they ask the can company

to make certain sizes of cans, that an economy could be affected if they used a standard can that could be made by a standard line of automatic machinery.

A very noticeable example of this is the result accomplished by the national canners. You will find that the vegetable and fruit cans throughout this country are standard sizes and in my opinion these associations have gone farther in the question of standardized containers than the packers. Their cans run in No. 1, No. 2, No. 2½, No. 3 and one gallon sizes and every canner who puts up fruit and vegetables uses these standard sizes. Since the packages are in all cases the same, the rest becomes a matter of quality, and as all producers attempt to reach the highest point of perfection in quality, in order to get the benefit of the trade demand, there is the closest possible attention paid to the method of the pack.

When cans are standardized, as in the case of the vegetable and fruit cans, it naturally calls for standard crates and packing containers and solves other problems in addition to its own.

The lard end of this industry has done considerable work towards standardization, but there is work yet to be done. The canned meat department, which has done practically nothing, offers the most fertile field for pioneer work. The canned meat sales departments are not entirely responsible for this situation. So far as the civic demand is concerned, they are responsible, but on government orders frequently the government making the purchase is responsible for this lack of uniformity, as it may have special specifications prepared by some one in the commissary department without a thought of the effect on the box factory, canning room or carrier.

Standards for Canned Meats.

Take, for instance, the question of the twelve-ounce and the one-pound net corn beef cans. The demand of the general public is for the twelve-ounce can; the United States army required the one-pound net, and the reason for this requirement is not clear. The elimination of either one of these sizes would make a great difference in the amount of tin plate a concern would have to carry and would make a difference in the cost of canning. Take, for example, the various sizes of glass jars in which dried beef and sliced bacon are put up. How much easier it would be for all concerned if there were just certain sizes and certain styles and everybody in this industry followed this standard size.

Manufacturers of oleomargarine have been among the worst offenders in the matter of failing to standardize on packages. This applies to both retail and wholesale packages.

While some of the manufacturers have adopted the 10-pound and 30-pound cases and 30-pound and 60-pound tubs as standard, one may still see on the market 12-pound, 24-pound, 32-pound, 36-pound, 40-pound, 45-pound, 50-pound, 54-pound and 60-pound cases, and 10-pound, 20-pound and 40-pound tubs. Without a doubt, the 10-pound and 30-pound cases and 30-pound and 60-pound tubs would satisfactorily serve practically the entire trade.

The use of packages containing 10 pounds, or a multiple of 10 pounds, simplifies the keeping of stock records and the making of government reports which are necessarily a part of the manufacturing and marketing of oleomargarine, while the 12-pound and 36-pound cases have the advantage of being slightly cheaper per hundred weight of product packed. These advantages and disadvantages should be weighed by the manufacturer, and standard sizes adopted by mutual agreement. Then the remaining sizes which are still ordered by dealers in certain localities, possibly through force of habit more than for merchandising reasons, could be discarded to the mutual

benefit of the manufacturer, dealer and consumer.

Retail Package Problem.

The problem of the retail package is even more complicated than that of the wholesale package. Oleomargarine is being marketed today in 1-pound packages in the shape of eastern flat print, Philadelphia print, Elgin print, California print, four quarter-pound print, round print, and the country roll. In addition to these are the 2-pound, 3-pound and 5-pound prints of various shapes, and the 2-pound, 3-pound and 5-pound country rolls. When one considers that the average oleomargarine factory produces a number of grades of the product and that each of these grades may be made into any or all of the various sizes and shapes of retail packages, and these in turn go into the various sizes of wholesale packages, the possibilities of sizes and shapes of wholesale packages mount into the hundreds.

These conditions all add greatly to the cost of manufacturing, packing and shipping of the product. In times past when most of the operations were performed by hand, the disadvantage of these numerous packages was not so great, but in these days of print making machines, print wrapping and cartoning machines, and box nailing machines, every added size and shape adds to the cost of production. As some of our modern labor-saving machinery is not adjustable to the different shapes, the manufacturer must take his choice of hand operation or duplication of machinery, and, whichever his choice, the shifting of gangs from one job to the other, and the carrying charges resulting from large inventories of supplies make impossible the installation of efficiency methods of manufacturing and packing, and add to production costs.

The 1-pound retail package has always been the most popular and should satisfy the entire trade except possibly some sections where the quarter-pound print is in demand.

If the concerted action of the manufacturers could make standard a certain shape of 1-pound print, the matter of the wholesale packages could then easily be disposed of.

Resulting Economy a Surprise.

The results and the economy that can be affected by making a study of this work are surprising, and, the speaker would fail in his duty to the Institute if he did not attempt to impress each member with the necessity of making a study of this important work.

It is true many packers are conducting extensive investigations on this subject and have made much progress, but on the other hand, others have given it but little attention and permit their ideas of trade advantage to interfere with the sound economical action of having their cans, packages and cartons standard in their own plant as well as standard with others engaged in the same line of operation.

In our efforts to standardize, we can eliminate a certain percentage of the number of designs and adopt the remainder to a wider range of use and we will be making progress from simplicity and safety in standards.

We are sure the Committee on Standardization of Containers will function each year in a more effective manner, and members of the Institute will have growing confidence in this committee when their suggestions and recommendations bring back returns.

This committee can only make its recommendations to the members. The execution of putting these recommendations into practice is entirely up to the individual packer, and unless we can get the support and co-operation of every member of this Institute the packers are going to be the tail-enders as far as standardization is concerned.

I want to speak in behalf of this important committee for the support and

the co-operation of every member of the Institute during the next year.

CHAIRMAN SMITH: We will now have an address on "The Curing of Hides," by Prof. George D. McLaughlin.

Curing of Hides

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PROFESSOR GEO. D. McLAUGHLIN: Before taking up my subject, let me explain why a leather-chemist would undertake to discuss a problem which belongs to the packer. The tanning industry, as you know, is a very important part of our national economy; it ranks high from a financial standpoint, good shoes are a necessity to good health, leather belts transmit a large portion of our power, without harness the horse would be a useless animal, and without leather our automobiles would be less durable and attractive. And yet this industry is largely based upon empirical procedure, rather than upon fundamental scientific knowledge.

The Tanners' Council of the United States realizes that if the industry is to grow, if we are to successfully meet future foreign competition, and if our national duty is to be discharged, tanning



W. H. WHITE, JR.
(White Provision Company, Atlanta, Ga.)
Director of the Institute.

must be made a science. For these reasons the council has financed a department at the University of Cincinnati, where my associates and myself devote our entire time to fundamental research. The results of all of our work are published, for, as Dr. H. E. Howe once said: "Fundamental data, therefore, do not of themselves alter the relative positions of competitors. It is the ability to apply the information that makes the difference between the success of these rivals."

You can readily understand that any broad study of tanning must begin with hide or skin, not after it has reached the tannery, but as soon as it leaves the carcass. We began such a study and quickly found that the ability of a hide to swell, take up water, in the tannery, depended upon the length of time elapsing between the animal's death and the penetration of salt into its hide. If this period is short, the swelling capacity is large, if long, the swelling capacity is small. We know that the ability of a hide to swell is a very direct measure of its value to the tanner. Consequently, we made a study of curing, and this, in brief, is what we found:

What Good Curing Involves.

As soon as the animal dies, decomposition of its hide begins. This decomposi-

tion is of two general types, (1) chemical, and (2) bacterial. We salt hides to prevent both types of decomposition. The curing action of salt is, so far as is known, through a process of dehydration of the hide—loss of water. The action of the salt is not a surface one—it must get inside of the hide. Further, the great bulk of the salt enters through the flesh side; comparatively little enters through the hair side.

Therefore, good curing comes down to this: What conditions favor quick salt penetration? They are:

1. Allowing the shortest possible period of time to elapse between death and salting.
2. The absence of blood on the hide's flesh surface.
3. The employment of pure salt, of a slightly acid reaction.
4. Having the salt in such condition that it may diffuse into the hide quickly.

On the other hand, the conditions which retard salt diffusion are:

1. Allowing the hide to lie unsalted after its removal from the carcass.
2. The blood which is on the hide, under present methods, coagulates and forms a jelly which the salt has great difficulty in penetrating.

3. Present salting methods require a brine to be formed from dry salt and the water on and in the hide. This requires time, and, also, after the brine is formed, it is not plain salt water but salt, blood, water. Such a brine diffuses more slowly than plain salt water.

We have to deal also with the many harmful bacteria which are on the hide. The more completely their action is checked, the greater is the value of the hide for tanning. A saturated salt solution is antiseptic to these bacteria, but if it contains any considerable amount of blood, it is not. Or if the brine has an alkaline reaction, its antiseptic power is greatly reduced.

Best Methods to Adopt.

In view of all of these facts, we were naturally led to conclude that washing and brining the hide before salting (in much the same manner as South American Frigorificos are cured) would go far towards solving existing difficulties. Consequently, we ran brining versus regular salting experiments on a large scale in hide-cellars, the results of which proved our conclusions to be sound. The results showed that the brined hides had much greater swelling capacity, that they made more leather from the same original hide weight, and that the leather was thicker and firmer.

This was only to be expected, because the hides did not have to lie unprotected while the "body-heat" dissipated, the blood and its effects were entirely removed, a maximum amount of salt entered the hide and at a rapid rate, and finally, the hide bacteria were promptly under control. Another gratifying result of the experiments was the practical elimination of salt and iron stains.

In conclusion, gentlemen, I believe the facts I have related are of fundamental importance and merit your serious consideration. Improved cure means a better product to the hide producer and, therefore, an economic gain. To the tanner it represents, first, better raw material and end product, and, second, a more uniform and controllable tanning process. Scientific tanning will be practically impossible if our raw material is partially spoiled before we get it. To the public, which buys and consumes our product, we will all have better performed our duty, and that, I believe, is the aim of all of us, as thoughtful business men.

CHAIRMAN SMITH: Gentlemen, we have had some very important addresses this morning, and there is time now in our program for discussion of these matters. If anyone wishes to take up any

of them now, I would like to have them do so.

Practical Research.

MR. LOWENSTEIN: Mr. Chairman, one of the best reasons for the research works—for the Institute of American Meat Packers, was just exemplified in the talk by Mr. McLaughlin. From time immemorial one of our fundamental problems, and one to which we have devoted a great deal of thought is how we shall handle our hides, and this talk on that subject has been most interesting.

I sincerely hope there will be some discussion on the paper by Mr. Harding on the subject of Sewage Disposal, which is a very important subject, and I was wondering as I listened to him whether each of us had asked himself whether we had done everything that we should to bring our part in the handling of our waste up to the point which Mr. Harding shows is practical. I think it would be well to give consideration to the question of how many of the different companies of the Institute have put in screens and other methods of bringing our practice up-to-date. It will be timely if we give thought to that subject, because ultimately it is going to be a public health measure, and we should not wait until we are forced to take better care of our plants.

CHAIRMAN SMITH: Gentlemen, is there anyone else who wishes to take part in this discussion?

VICE PRESIDENT HEINEMANN: If I might be permitted, Mr. Chairman, I would like to have you sound out those in attendance here as to the advisability of having these packing house practice addresses printed as a separate pamphlet for distribution to members of the Institute. I think they contain a wealth of valuable material myself, and I would like to get an explanation from those present on that plan.

MR. WIEDERSTEIN: Mr. Chairman, I move that that suggestion of Mr. Heinemann's be adopted, that all the papers that have been read be printed in a separate pamphlet by the Institute.

(Motion duly seconded and carried.)

Standardizing Packages.

MR. MYRON McMILLAN: Mr. Chairman, I would like to ask Mr. Dowding as to the standardization of packages. If it would not be possible to cut down the number of boxes, used in pork-packing establishments, to say half a dozen sizes, rather than 47. I do not know how far you have gone with that idea, but I would like to know how far down you think you could get that. You have got the exports down to two packages, and how far can you get it down on the regular ordinary package?

MR. DOWDING: Answering Mr. McMILLAN's question, we have reduced not only the export boxes, but the number of boxes throughout the packing house. That was one of our first pieces of work. We started out to reduce the number of kinds and sizes and to have a more uniform package that could be adopted throughout the house in every department. I spent my time in going from the fresh pork department to the smoke-house, and from the smoke-house to the sausage room, seeing "we could eliminate the number of boxes in our pork department, and so on. There is no question but there is a big range, a big field to work on this elimination of boxes before we tackle the specifications.

Another point that could be urged, and another economy that can be effected, is the substituting of hard woods for pine, cutting down the thickness of the wood. We all know that hard woods have a greater strength than pine. Two or three cases have come up where a concern has been ordering packages and the boxmaker, in order to get the business, has suggested to the packer another kind of box than the one that he has submitted, the one he wanted to buy, and I have known

of cases where anywhere from 10 to 25 cents had been cut off the cost of a box by substituting hardwood for soft wood. This committee has worked hard this past year, and with constant work, careful work, I have every confidence that if we can get the support of every member and get suggestions from every member, that this is going to help out considerably. I thank you.

Packing Pork Loins.

MR. McMILLAN: May I ask another question? I have noticed in different cities, different places, that in packing pork loins that one company in the summer time uses nothing but crates, and another company uses nothing but boxes. What is the best practice if you do not ice the box—what is the best practice, a crate or a box?

MR. DOWDING: So far as our investigations have gone, they have proved that in the summer time a crate is better for the matter of ventilation and circulation in the car.

CHAIRMAN SMITH: Is there any other question about this particular matter that you wish to ask?

VICE PRESIDENT HEINEMANN: Mr. Chairman, I would like to suggest that



E. C. MERRITT
(Indianapolis Abattoir Company)
Director of the Institute.

some of the out-of-town packers who are here, and who may not be familiar with the work of the Standardized Containers Committee, may care to ask Mr. Dowding with reference to any specific recommendations that we have transmitted to our membership, that is, particularly with reference to lard containers. If those recommendations were at variance with their practice. If that is the case, I am sure Mr. Dowding will be glad to answer questions.

MR. McMILLAN: Mr. Chairman, I want to add to Mr. Henieman's remarks just now, there are quite a number of members here whom I am sure would like to ask some questions, and yet they have a feeling that they should not bring the matter up at this particular time, but we have the time now and now is the time to make these inquiries.

CHAIRMAN SMITH: Can we hear from anyone else?

MR. J. C. GOOD: Mr. Chairman, I want to suggest that a vote of thanks be given to the men who have read these papers today. I came all the way from San Francisco, and that paper by Prof. McLaughlin has paid me and my company fully. (Applause.)

(Motion duly seconded and carried.)

Net Weight Lard Pails.

MR. GUTHERY: Mr. Chairman, as to standardized containers, I would like to say as to the questionnaire sent out some time ago about net weight common lard pails, we have adopted them, and I find that many of our competitors have, but we are still finding a good deal of trouble, as well as annoyance, in meeting competition in the gross weight lard pails, and I would like to know about what per cent of the members of the Institute have agreed to adopt the net weight lard pails?

MR. DOWDING: I should judge 85 per cent. The reason some of them are still continuing to use the old pails is, that the can-makers from whom they have been getting their cans have not changed their old machinery to make standard cans. They still continue to put out the old-sized cans. We had a meeting and invited them into that meeting and they gave us the assurance that they would be in shape to manufacture an ample supply of standard sized containers by the first of January, 1923.

CHAIRMAN SMITH: If there is no further discussion, we will adjourn until 1:30 o'clock P. M.

(And thereupon, the meeting adjourned until 1:30 o'clock P. M.)

Institute Plan Session

At the afternoon session the subject was the Institute Development Plan, and the chairman was Mr. Arthur Meeker.

CHAIRMAN MEEKER: Gentlemen, our first speaker this afternoon is a man outside of the industry, the only one, I think, on the afternoon list, and it will be particularly interesting, I think, to hear from someone whose viewpoint is that of an outsider, as far as our industry is concerned. We will have great pleasure in hearing now from Dean Heilman, of the Northwestern University School of Commerce. (Applause.)

DEAN RALPH E. HEILMAN: I see that Mr. Weld and Mr. Eller were following their instructions. Just before I was introduced, I heard Dr. Eagle come over and say: "Just as we introduce this speaker I want you to applaud loud and vigorously; it will help bring other men in from the outside." I said I was glad they were going to applaud first anyhow. (Applause.)

WHAT INDUSTRIAL RESEARCH AND EDUCATION CAN DO FOR AN INDUSTRY.

The subject which has been assigned to me for a very brief and rambling sort of a few informal remarks, as you will note by the program is the subject: "What Industrial Research and Education Can Do for an Industry?" I take it, Mr. Chairman, that in discussing this subject, what you have in mind is industrial research and education when it is undertaken, not by one particular firm or corporation, but rather, when it is undertaken by the members of a trade or an industry as a whole in organized form.

CHAIRMAN MEEKER: That is correct.

DEAN HEILMAN: That is correct. Industrial research and education, when undertaken in this way, by the members of a trade or an organized industry as a whole, is, of course, but one phase, or one aspect of a very much larger and broader movement; namely, the movement for united action or concerted activity among the members of a trade or an industry as a whole for the promotion of those interests and purposes which are common or which are mutual to the entire industry.

In other words, in business, in recent years we are coming to realize that while firms and corporations engaged in the same field of activity may be sharply engaged in competition with each other in regard to certain phases and aspects of their business, yet in regard to other phases and aspects of the business their interests may be mutual, may be identical,

and that at least within the limits of those phases and aspects co-operative activity, joint or concerted action may be much more profitable than individual action.

There is also a recognition of the fact that at least within those limits within which all establishments in industry have interests and purposes which are mutual and common, that within those limits, co-operative, joint action may be more profitable than individual action, or individual action of a firm or corporation.

Industrial Relations Work.

As a result of the increasing realization of that fact, during the past ten or fifteen years the scope of industrial relations has been widened and expanded. We find various men representing a trade or industry throughout the country, directing their attention to the different phases of co-operative or concerted action—such phases as may seem best adapted to meet the particular need of that trade or industry. For example, certain trade and industrial organizations are going in for joint advertising campaigns; they are going in for co-operative purchasing; they are installing universal systems of accounting within the industry; and through trade and industrial organizations they have undertaken concerted action with regard to the handling of labor and employment problems throughout the trade or industry.

Other trade or industrial organizations have specialized highly on scientific research working out those problems common to that trade or industry. The point I wish to make is this: That whatever character or form the trade or industrial association may assume, that in all cases it rests upon the realization of this fundamental principle, that in practically all trades and industries there are at least certain phases and aspects of the industrial relations with regard to which the interests of those engaged in the industry are not in conflict, are not in clash, but are common and mutual.

A New Industrial Force.

All these industrial movements rest upon the realization of the principle that while competition is not disappearing, and presumably will not disappear, but will remain a driving incentive in business, yet nevertheless, side by side with competition as a business force, taking its place side by side on the basis of equality with competition as a business force, this great new force—co-operative or concerted or joint action, throughout the rank and file of industry or trade as a whole, must be recognized as coming to take its place side by side with competition, as one of the two great dominating forces in modern industrial life.

In spite of the fact those particular industrial organizations to which I have referred have engaged in concerted action in these various directions to which I have referred, it is a striking fact that as yet but few of them have developed scientific research and education on the basis of the industry as a whole, to the extent to which such development is possible.

The proposition I wish to submit to you this afternoon is this: that scientific research, industrial research and education conducted, not by an individual establishment, but by an industry as a whole, constitute today two of the most promising, two of the most fruitful, two of the most productive fields for the activity of trade and industrial organizations, because here the competitive phases of business are less keen, and because here results which would accrue would accrue to the entire industry as a whole, and because also here less has been done; the soil is more virgin, and therefore greater accomplishment is possible in those two fields of co-operative activity.

As I looked over this Institute plan—in fact, I studied it carefully, very carefully; I did not intend to study it so care-

fully, but when I glanced at it, I was so profoundly impressed I wanted to make a study of it, and I want to say to you I am deeply and profoundly impressed with this plan for scientific education conducted by the industry as a whole. I have been deeply and profoundly impressed with the foresight, the constructive reasoning, and educational vision that made the achievements under this plan possible. Where there is no vision, the people perish—and I take it if we are to judge the future of the packing industry by these enlightened plans they are working out, we need have very little fear with regard to the future of the packing industry.

A Great Plan.

I believe in this Institute plan, as it has been worked out, looking toward a plan of concerted or united scientific research and education to be conducted by this great packing industry with all of its forces organized and mobilized jointly on a concerted basis for the accomplishment of that result.

I believe in it for one reason, because as I said, as I read the report, and as I studied the plan, I could discern there this fact underlying the whole proposition, namely, that the proposal rests upon



ARTHUR MEEKER
(Armour & Company, Chicago)
Chairman at the Institute Plan Session.

a recognition either conscious or unconscious, I do not know which, but at least it rests upon a recognition of the fundamental truth which underlies all professional and technical and vocational education today.

That principle is just this: that there are only two ways by which an individual can profit through experience. Either he may profit by learning exclusively through his own experience, or he may profit by studying the experience of others.

Now, if an individual expects to learn in this life by relying exclusively upon the principle of learning through his own experience, it is an effective method, a very effective method, but the difficulty with it is, it is crude, it is slow, so slow it takes an entire lifetime; it is expensive, and it is ineffective; whereas, the other method, the method whereby the individual profits by studying the organized and systematized experience of others who have gone before in that particular field of activity, who have blazed the trail, who have pioneered the way, who have given their lifetime to that same field of activity, that method is the quickest, it is the cheapest, it is the most effective, and the most advantageous method by which an individual can learn.

through profiting by the experience of others.

Comparing the Possibilities.

I want to make a comparison this afternoon between the possibilities in the packing industry and the developments that have already taken place in other important fields of human activity, and to show what you are proposing to do under the Institute's plan, to enable a young man to profit by studying the experience of the industry as a whole and to profit by that study early in life, is precisely what has already been done in a large number of human avocations.

It was only yesterday, as time goes, when the young man who wanted to be a physician was apprentice to an old physician, an old country doctor, who told him how to treat disease until he was finally qualified to practice medicine. Only a few years ago a young man who wanted to study law was apprenticed to an old country lawyer, where he swept the floor, cleaned the spittoons and read law, until finally he was qualified to be admitted to the bar. A young man who wanted to be an engineer also had to learn exclusively in this crude method. He began by carrying a surveying rod, and finally became an engineer. A young man who aspired to the ministry was apprenticed or ordained as a lay-preacher, and he went out to practice on the unsuspecting public, until he was finally qualified to enter the ministry. The same thing has happened in journalism and other callings I might mention.

Today the young man who aspires to enter any one of the professions or callings is required to subject himself to a rigid, scientific course of study.

So with regard to business, it was only a generation ago when the young man went to college, there was no opportunity to study business—the man who wanted to study business must plunge out. There was but one way in which he could learn anything at all about business. That was by the crude method of giving a lifetime of experience. Today the young man in our colleges, our universities, has the opportunity of taking a definite, systematic course of study or curriculum which will qualify him, at least in part—we do not make too large a claim for it—but will at least give him the basis of entering, what shall we say, the accounting, the banking, marketing, merchandising, foreign trade, or what-not.

The Course of Study.

The question is this: In all these cases, what does the course of study consist of? Just one thing. It consists of the study of the systematized, the organized, and the definite experience of others who have gone before in the same field of human activity, others who have given their lifetime, who entered this field of activity without the advantage of any such training, who blazed the trail, and who by a lifetime of experience finally found out what were the most effective methods, how to reduce mistakes, how to fight and overcome obstacles, and what were the most effective methods of accomplishing results, and achieved the desired result in that particular profession or avocation for which that industry stands.

Now, it is a peculiar thing that although this educational process has developed so far in all other directions, that no institution of higher learning at the present time, now or ever, has offered a course of training to qualify young men to enter this important occupation of food engineering, the packing industry, which represents one of the largest, if not the largest industry of the country, viewed from the standpoint of the volume of product.

Yet the proposition I wish to make to you this afternoon is this: that it is just as possible and just as feasible to offer a definite, scientific course of training which

will qualify men for entering and for following this particular vocation, and for enhancing their qualifications, increasing their productive power in this industry as in the others, by affording them an opportunity to study the organized, systematized and made definite experience of you men and of others who have gone before in this particular and important field of human activity.

Now, I have no shadow of doubt whatever but what this proposal is just as feasible, in this industry, and in this calling as it is in these other great callings where it has already justified and commended itself.

Business Education a Success.

It seems to me that it is also a particularly appropriate time for the inauguration of such a project as that outlined in the Institute plan, particularly appropriate and particularly timely because of the fact that business education is no longer regarded as an experiment, because of the fact that education for important fields of business and technical pursuits such as the packing industry, is no longer in the experimental stage.

Fifteen years ago in this country when the proposal was first made that our various colleges and universities should offer a definite curriculum of training for young men who expected to enter business—that is only fifteen years ago—why, that proposal was greeted with skepticism, even with cynicism, both by leaders in the educational field and the business world. Leaders in the educational world scoffed because they thought this field did not possess the great cultural advantages that the older courses possessed. Leaders in the business world scoffed because they thought after all the business man is born and not made, and they would not profit by education. That is only fifteen years ago. I am happy to say that today there has been a complete transformation with regard to the entire question, and, definite, professional training is today offered in the colleges and universities throughout the country. In that short period of time it has come to commend itself wholeheartedly to both leaders in the educational world and in the business world. So I say, education of this particular type, designed to qualify young men to enter some important field of business activity is no longer in its experimental stage.

So that it seems to me that the inauguration of such a project at this time is particularly timely and particularly appropriate.

Good Feature of the Plan.

There is one phase of this Institute plan which has particularly impressed me, and with regard to which I wish to say just a word, and that is this: I have been pleased to note it is a dual arrangement, that it contemplates one course of training for young men for a period of three or four years, I take it, who will devote their entire time to qualifying themselves to enter the packing industry, aspiring later on, of course, to reach a managerial or executive position of some character in which the instruction presumably, as I take it, would be given largely by men who are devoting their life and time to education; and that, however, in addition to that proposal for the full time course of training covering a period of three or four years, as the case might be, that this Institute plan also contemplates part time and evening instruction for young men and for older men who are already engaged in the packing industry, and I want to say to you that in my judgment those two phases, those two aspects of this proposal go together hand in hand.

There is no conflict, there is no inconsistency between the two, because that happens to be the very type of education in which we have been engaged for the past fifteen years in the School of Commerce which I happen to represent—full time col-

lege and university courses for younger men who expect to qualify themselves for entering some particular field of business, together with a supplemented part-time and evening instruction for older men, more mature men, who have the larger background of technical experience in the operations and technique of the particular industry. In my judgment, that is one of the strongest points in the plan.

I am confident if this Institute Plan is realized, as I am confident it will be in time, you will find those two phases of the Plan go hand in hand, and that the one will strengthen and re-enforce the other.

There are just two other questions I wish to raise with you briefly this afternoon. One is this:

What are the advantages which will accrue to the industry or to the various firms and corporations represented in the industry if this far-reaching and great vision research and educational plan is undertaken jointly, that is, on a co-operative basis, by those now representing the industry as a whole rather than having educational work of this character undertaken individually by the various individual corporations which make up this Association?

In other words, what are the advantages



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Director of the Institute.

from joint action, united action, concerted activity with regard to the establishment of such an educational project as distinguished from the advantages which would accrue if each packer and each packing-house would decide to establish its own educational department for the carrying on of work of this kind?

Advantages in United Action.

In my judgment those advantages which will accrue from joint action, concerted activity, are many and great; and this field of activity—scientific research and education seems to me one peculiarly adapted for concerted or joint action on the part of the trade or industry as a whole.

For example, if instead of being conducted by the organized industry as a whole, this educational project were to be conducted in some way, shape or form by the various individual packers, and in their individual capacity, the largest advantage would naturally accrue from joint endeavor, because in time the educational plan will be made distinctly professional in its character, as distinguished from purely proprietary.

I believe the possibilities of this plan are large; and that the results to be

achieved are so large that it requires the organization and the mobilization of all the best minds and the best intellects throughout the industry, in order to put an educational project at this time on the basis to which it is entitled.

Furthermore, I want to submit, if this project is to succeed, this institution must be scientific and educational in its character, rather than it should be appended to the various individual packinghouses as part of their individual enterprise, because education is a great specialty. Education as such is a highly specialized business. It is highly important, if this educational institution is to be established on the proper basis, that it shall not be made subordinate to sales, to advertising, to production and to other phases of the business which would inevitably be the case if it were attempted by the individual establishments throughout the business.

It is important that it shall be conducted as a concerted united proposition, in order to avoid and eliminate needless and expensive duplication, and in order that the benefits of the project may be shared by the industry as a whole, because in many cases a young man educated in this industry, while he may not remain in the firm in which he happens to be employed at the time he receives his training, nevertheless, having received this training, he will remain in the ranks of the industry as a whole, and therefore their benefit will accrue to the industry as a whole, which will share the expense as a whole.

I do not know how soon this project will be realized. I presume that the realization will be a process of evolution, but it seems to me there are very important advantages which will accrue to the packer and to the meat industry as a whole, if this project can but be realized.

I should like to enumerate a few of these advantages to you before I close. If this Institute Plan can be realized—and I am confident that it will so succeed in commending itself to the judgment and endorsement of the members of the industry it will be realized—in my judgment the consummation of this plan will go very far to professionalize and to place upon a professional basis this entire industry. Of that I think there can be no doubt. The establishment of such a great institution here in Chicago in the heart of the food and the meat producing section of the country, will go very far to lessen public suspicion and antagonism to the packing industry, and suspicion, unfortunately, always develops when any industry reaches the proportions which have already been reached by this great basic industry.

Would Increase Public Respect.

There can be no doubt that the establishment and the operation of such an institution would go far to increase and to enhance the public respect and esteem in which the industry would be held. There is no doubt it would go far to promote and encourage a recognition of good management, economical, efficient and competent management.

There is no doubt, also, it seems to me, but what it would go very far to cultivating throughout the rank and file of the industry, from top to bottom, a more scientific attitude of mind, a more thoughtful and analytical attitude of mind, and nothing it seems to me can be more important in any industry.

Such a project, if realized, would go far to increase the interest of all employees in their work, in their daily occupation, because it would increase and broaden their knowledge of, and their understanding of the occupation in which they are engaged, and thereby, by increasing their interest, naturally will increase their loyalty and their devotion to the industry with which they are identified.

There is no doubt—and this it seems to me is one of the most important considerations—but what the realization of such a project, and the establishment and

maintenance of the institution, would go far to attract into this industry the best minds, the minds of these young men who are most able, most serious-minded, most earnest purposed, most ambitious for achievement and accomplishment, but who at the present time have no organized machinery or channel for entering or for securing training in this particular vocation, and who would be a valuable addition to the occupation or calling.

In short, it seems to me, Mr. Chairman, that the realization of this project, or the realization of this vision, because it seems to me it is a vision, a very practical vision, will go far to place the entire packing industry upon a higher basis, and to enable it to make a much larger contribution, not only to its own prosperity, but also to national prosperity and to national efficiency.

Large Possibilities in Education.

Therefore, in closing, and speaking not as a packer, which I am not, but speaking purely as an educator, which I am—one who is devoting his life to the cause of education because he believes in its importance to the human race, I wish to say that viewed simply as an educational project, it seems to me that this project would commend itself to the judgment and endorsement of any professional educator who studied it. I am confident it has large possibilities. I believe its possibilities are unlimited. I believe it is much greater than you men, or even the president of the Institute, who, I understand, is the author of the plan,—very much larger than any of you realize.

I want to say, speaking not only for myself, speaking not only for the great university which I happen to represent, but speaking generally for the educational profession, and for the university and collegiate institutions of the country generally, I believe I speak their attitude when I say we believe in any plan of this kind, because of its definite and practical character. and if you decide to launch this project, our very best wishes for the success of the project are with you, and if it is possible for us, as members of the educational profession, in any way, shape or form, to assist or help you in the achievement or accomplishment of this project, we are yours to command. (Applause.)

CHAIRMAN MEEKER: I think the members of the Institute are very grateful to Dean Hellman for his talk. It has been very interesting, I am sure, to all of us, and must be very gratifying to the Plan Committee to have such an endorsement of their ideas from such an authority.

The next speaker on the program is Mr. Oscar Mayer, on the subject of "What the Sort of Institute Planned Could Do for the Packing Industry."

WHAT THE SORT OF INSTITUTE PLANNED COULD DO FOR A PACKING BUSINESS.

MR. OSCAR G. MAYER: Mr. Chairman and gentlemen:

I was just thinking what an artistic anti-climax is created by following up such a brilliant and comprehensive talk as was given by Dean Hellman by desultory remarks such as I am about to make.

There is not a point in connection with this thing that has not been touched upon in some way. Of course, my interest in the Institute Plan of Development centers itself, as far as our activities go, around the educational work. I remember many years ago, shortly after I entered our business, my father said to a friend of his in my presence: "Well, yes, I am going to give him a couple of years now to re-educate himself, and maybe he will learn something after that." There is a lot of truth in that.

In the first place, there was no opportunity in those days, as there is not today, to prepare himself for our business and for

the packing business. It is the grievous experience I think of everybody that in an organization when death occurs, or a vital member of an organization suddenly leaves that organization, that grievous results take place in the work of the business. Even the best traditions of the business itself are lost, for the other man cannot immediately adapt himself to those traditions. But in no single case can you develop the best business practice through tradition, which can be developed by organization. It is only through centralization of effort that a real technique and real science of an industry can be developed. That is why we should centralize our educational work.

Then again, a point that has struck me in the past as very cogent, which was brought out by different members, is that education itself is a science and an art apart.

Co-operation Is Essential.

The Committee in its deliberations absolutely fought shy of making any definite recommendations at this time as to the way to inculcate knowledge into the present members of this industry, or prospective members. We have said to ourselves that the least we can do is to get a pre-



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Director of the Institute.

liminary survey of the field, just as a competent engineer is sent out to make a preliminary survey of a country through which a railroad is to be built, before we can adopt anything definite. As I say, education is a science or an art by itself. It is a question of the highest development and the highest organization of the industry. Therefore, I say we are not going to be able to do this thing individually as an individual concern, no matter how stupendous and imposing such a concern may be. It is work for an organization. Not only that, but the real dignity in connection with the work comes from its being under the auspices of a great Institute such as we have.

It is essential that the Institute undertake to back this work. An individual concern cannot do it. That is why I say if we are ever going to develop education as a factor in the development of this industry, the Institute Plan Commission is the way to do it. (Applause.)

CHAIRMAN MEEKER: The next speaker on the program is Mr. Lowenstein, whose subject is: "How a Research Laboratory Will Save Money for Every Meat Packer." Mr. Lowenstein. (Applause.)

HOW A RESEARCH LABORATORY WILL SAVE MONEY FOR EVERY MEAT PACKER.

ARTHUR LOWENSTEIN: Mr. Chairman, Gentlemen of the Institute:

It is rather difficult to follow two orators of the caliber that you have just heard. I am particularly impressed today with the change in the viewpoint. When I came to the packing house industry some twenty years ago, at that time it was more or less of a stigma—there was more or less of a stigma placed upon a man who had a college education. Today we have the Dean of a great university with us, besides a speaker, a college graduate, who is a packer, so times have very materially changed.

In order to confine myself to the time limit, I will read a few remarks pertaining to the work of the Committee on Scientific Research.

The Committee on Research feels that the proposed plan for the future of the Institute if carried out will be of great benefit, particularly the idea of co-operation in industrial and scientific research, as this has been found by many other trade associations to bring about the best results for progress in their industry. Your President cited many examples of this at the initial meeting of the Plan Commission. Various trade associations of England and Germany have found that in order to meet competition and develop the industry to the highest state of efficiency, co-operative research has been most effective.

Work of Research Organizations.

In most of these associations definite organizations for research are maintained. In others research is carried on in connection with established institutions such as colleges, and by the establishment of research fellowships. The most effective method has been where the association has established its own research and developmental organization, and it is thought that to accomplish what we desire to accomplish in the meat packing industry it will be necessary to have our own research organization, which would include a Director of Research, a Laboratory and an Advisory research committee of the Institute to plan the work. The work of such research organization would be the development of new facts and new processes; bringing together of existing data—(Example: Bone Taint); development of standards and specifications for materials used—(Example: Testing and investigation of new materials, processes and apparatus or equipment of common interest), and many similar problems.

You are all familiar with the variety of materials and apparatus which are offered to various members of the Institute, which require a great deal of investigation and frequently research prior to determining the value of such materials, processes or apparatus. A great deal of time and money are spent by various members of the Institute for conducting such investigation, which could perhaps be more efficiently and economically conducted by the laboratory of the Institute under the Direction of the Advisory Committee.

In carrying on its work, the research laboratory of the Institute perhaps should direct its efforts primarily toward the study of fundamental problems of the products of the packing industry. Example: Freezing and thawing of meats; ham souring; prevention of spoilage, as applied to manufacturing operations in curing cellars, sausage and boiled ham rooms; value of meats and fats and oils for nutritive purpose in the diet.

Through scientific organization and by co-operation with other organizations, such as various trade organizations, for example: The National Canners' Association; The National Bakers' Association; The Biscuit and Cracker Makers' Association; The Paint and Varnish Association, and many others, many problems relating

to the industry such as corrosion of metals and specifications for paints, cements, etc. could be solved.

Many problems of scientific character arise between the industry and governmental and state agencies, which can best be settled by co-operation and consultation, and the scientific organization of the Institute would be able to carry these out in the most effective manner and at the least expense.

Publication of reliable scientific facts regarding packing house products. This Committee should be in a position to furnish the Public Relations Committee of the Institute with scientific and accurate facts which would tend to increase the use of packing house products such as meat, lard, oleo oil, etc. Publication of many of these facts would forestall criticism and be of the greatest value to the industry.

Research Laboratory Would Pay.

The writer, after twenty years practical experience in applying the results of research directly to the packing house industry, can give as his personal experience that any investment which the Institute may make in a research laboratory conducted as suggested by your Committee to the Institute, will ultimately unquestionably pay substantial dividends. (Applause.)

CHAIRMAN MEEKER: Mr. W. D. Richardson, Vice-Chairman of the Committee on Scientific Research, will say a few words to us on this subject. (Applause.)

MR. W. D. RICHARDSON: Mr. Chairman, gentlemen of the Institute: There are two sides to this research matter. Mr. Lowenstein has told you how it may benefit the production and operating side of the industry. I want to say just a few words about its relationship to the public.

Yesterday I discussed our present knowledge of meat as a food-stuff, its place in the diet, and its benefit as a part of our diet. That question is fundamental. When we come to sell our product to the consuming public, there is nothing more fundamental than that. We must be able to tell the public why they should eat meat as part of their daily routine, and we must be able to reassure them in regard to the wholesomeness of meat, in connection with what they may have heard about the consumption of undue quantities of meat, and in order to do this, we must have the facts in the case.

Now, if we run through the current scientific and medical literature, if we attend the conventions of medical societies and other scientific societies, we will find that every subject of a dietetic nature is discussed except meat. We will find discussions of vegetables in the diet, cereals, milk—and a whole host of manufactured preparations, of all sorts of fruit, and scarcely a word in regard to meat, which is so fundamental, and the center in fact, of all civilized dietaries.

This does not mean that the subject is closed. It does not mean that there is nothing more to be investigated, nothing more to be said on the subject. It simply means that at the present time for one cause or another the investigator of our products is not going forward.

Must Have New Facts.

Now, if we can place before the public, as I told you yesterday, in general terms the value of meat in the diet, that is all very well for three months or six months, perhaps, but what about next year or the year after. It must be obvious that we cannot go on telling the old story year after year, and expect to have an interested audience. In other words, we have got to have new facts every year.

There are a whole host of subjects in regard to the competition of meat, as Dr. Forbes has laid before you previously, in regard to the composition of meat, the nutritive values of the various constituents of meat, its proper place in the diet of children and adolescents, and adults, and men who do hard physical labor, and men of sedentary habits. All along the lines these

subjects should be investigated and results should be forthcoming.

That can be done in two ways. One is to establish fellowships in various educational and research institutions, and the other one is to carry forward such research in our own laboratory when it is established in connection with the plant which we have under discussion. For the present it could be undertaken in the first of these ways. If we do this it will open up the subject for discussion and for favorable discussion in the scientific literature, before scientific societies, schools of home economics, dietetic associations, chemical societies, and among professional men generally. Having convinced the scientific men of the place of meat in the diet, the medical men will soon fall into line, and after that all professional men in other lines, and finally the newspaper editors, and a whole host of intelligent laymen of the country, makers and molders of public opinion, and when that follows, you will see naturally and automatically that people will once more consume more meat than they do at the present time, and it will increase the per capita consumption of meat, which has fallen off, and by following the course of development that I have outlined, I am sure that it will place



ARTHUR LOWENSTEIN
(Wilson & Company, Chicago)
Chairman Committee on Scientific Research, Institute Plan.

this industry right before the scientific public, and ultimately place the consumption of meat on its proper basis before the great general consuming public. (Applause.)

CHAIRMAN MEEKER: We will next hear from Mr. Weld, on the interesting subject of: "What Training Courses Would Mean to the Packers in Chicago and Elsewhere." Mr. Weld. (Applause.)

WHAT TRAINING COURSES WOULD MEAN TO THE PACKERS IN CHICAGO AND ELSEWHERE.

L. D. H. WELD: Mr. Chairman and Gentlemen: It is hard to improve on what Dean Heilman has said with regard to the possibilities of educational work carried on by the Institute. There is, however, a practical aspect to that to which I might call your attention.

The packing industry has never been as easy an industry to make money in as a good many people think, but I believe that we are entering on an era or have entered on an era where more intensive methods and more far-sighted policies are going to be necessary, and expert attention has got to be given to such things as manufacturing processes, our selling methods, our accounting problems, our buying policies, our labor policy, our business policy, making our other policies conform to the business,

and business conditions, and our financing methods.

All of these things and many others are going to require even more expert attention than they have had in the past.

What does this mean? It means that we have got to have better trained men than we have ever had before. It means we have got to have as many broadminded men in the industry as possible, men with a knowledge of outside affairs, as well as a knowledge of the intricacies of the packing industry.

You all know how it has been in the past, how knowledge has been passed from one to another, how knowledge has been gained by experience in the industry; how many have come into the industry with but little preliminary education; how attention to detail has kept men from seeing beyond the walls of the packing house. I do not say this in criticism at all; it has been the same in other industries.

A Good Time to Start.

The packing industry, with its personnel and with the methods that it has developed, has achieved wonderful results. The industry is efficient and the men in it are efficient, and you only need to look over the men that are at this meeting to realize that. What I do say is that we must keep on developing to face these problems of the future. We do not need to make a sudden change, but now is a good time to start and it can be done gradually. Can we do it? There would be improvement along this line even without any Institute.

The public schools today are better than they have ever been before. Continuation schools are doing good work. More children are going to high school; more are taking evening courses; more individual companies are educating their own employees. That, however, cannot be done except by very large companies. But, shall we be satisfied with the progress that we have made in this way? Cannot we do something better until we get together as an industry and co-operate in developing educational work?

Here we have the organization perfected, and your committee that is considering this question believes that it can be done, but how? Well, it is no easy matter to work out a solution, but we are studying it now.

It has been suggested that the Institute have a college of its own, and possibly that may come some time in the future. Perhaps it might be more feasible to co-operate with an existing educational institution in developing a course at first. We should have to develop class room work in Chicago and in other packing-house centers. We should have to develop correspondence courses for plants that are far from industrial centers. Text-books will have to be developed, sooner or later, in order to carry these courses on. As you see, it is no easy job.

These are merely some of the problems that will be encountered, that we will have to solve, but we believe it can be done. It cannot be started right away as you will learn later from recommendation of the Institute Plan Commission. We are suggesting that this winter we start a course of public lectures for men in the packing industry. Then perhaps next fall we may be able to start some specialized courses, perhaps three or four courses in such subjects as accounting and economics or mechanics or distribution, and later on some more specialized courses, developing such courses as courses in curing, in refrigeration, in beef-cutting, in advertising and so on, and so on. That is merely a suggestion of what the Committee on Training Courses and the Committee on Educational Plans is considering. We have the organization here in the shape of the Institute.

It has been suggested by the president that in this way it will give the Institute

something to do, something to keep it developing. I think that is a good idea, but I think that there is nothing that the Institute could do that would be of more value, even from the dollar and cents standpoint than the development of the educational plans that we have under consideration. (Applause.)

CHAIRMAN MEEKER: We will now have a few words from Mr. Arthur Cushman, chairman of the Committee on Practical Research. Mr. Cushman. (Applause.)

MR. ARTHUR CUSHMAN: Mr. Chairman and Gentlemen: At the convention last year I pleaded for a method of acquiring the practical, historical and current facts so vital to every practical man. My dream seemed rather ambitious at the time, but it has been entirely eclipsed by the Institute's plans. I realize that it is much safer to speak in the past tense than the future, but I venture to say that it will be practically impossible to measure the benefits which will accrue to the Institute and the industry through and by the Practical Research Committee alone, if the members will take full advantage of the ability of the members on the committee, men who have had large experiences and men who will consider it an honor indeed to devote time and collective thought to elementary as well as advanced problems. I venture to say that this committee will be called upon to supply a large amount of data and other material for the preparation of pamphlets and lecture for the Educational Committee.

We will no doubt be asked to supply the practical side of questions being considered by the scientific section.

Committee Invites Consultation.

Many really splendid ideas, ideas which would tend to improve product, increase production and decrease expenses, have literally died from the lack of sympathy or perhaps practical or scientific knowledge. This committee will invite consultation on matters of this kind, will supply the practical touches where necessary, and will attempt to give encouragement where needed.

Above all, the Practical Research Committee will be a creative committee. The close association, as I see it, of practical men, including specialists, in practically every line in the operating field of the industry, will tend to produce true standards for manufacture and operating, including power and refrigeration, if you please, and also construction. The services of a paid secretary will, of course, relieve the committee of irksome detail, as through this secretary all matters pertaining to the committee will clear. We believe by dividing, yet fixing the responsibility, we will be able to show valuable results. We all know that many primitive methods are still in practice, and we blush in mentioning it, but we think that through the accomplishment of Mr. Wilson's courageous plan, many improvements will result. I thank you. (Applause.)

CHAIRMAN MEEKER: Mr. Harding will now give us a few words on that same subject. Mr. Harding is vice-chairman of the committee.

A Help for the Packer.

MR. M. D. HARDING: Mr. Chairman, to my mind this Institute Plan is going to relieve the individual packer of a considerable burden that he bears now. In almost every packinghouse in this country you will find from ten to fifteen students, young men who enter the business with no particular knowledge, with a good education, but no knowledge of our work, no knowledge of our business—and they enter some one field, and after two or three years they get a fair knowledge of some other departments, and to get a general knowledge of the packing business, the way it is operated now, with its many divisions, would take a lifetime.

It has been our experience that the average owner of both large and small

packing houses, the average director and executive knows very little of the details of certain departments. You take a department such as the fertilizer, tank houses and departments of that kind—the average packer knows but little of those problems and pays but little attention to those departments until his business gets into such a condition that it requires a personal investigation on the subject into every end of the business, and he begins to learn in fact about those absolutely essential departments. It has been my experience that few men care to spend much time or attention on these particular departments, with the result that the number of people in this industry who are expert in the by-products line are very small; and yet it is one of the largest and most valuable ends of the entire packing house.

Would Train Men for the Business.

With a course such as outlined by this plan commission, there would be a method and an opportunity for every young man engaged in the packing business or desiring to engage in the packing business, to learn the details, the formulas and



L. D. H. WELD
(Swift & Company, Chicago)
Speaker at the Convention.

the methods of these departments which are now objectionable to many people, the same as they can learn the details of beef slaughtering, hog slaughtering and sheep slaughtering.

Our business is, as Mr. Cushman has said, in many cases backward. We are doing things today in certain departments like the fertilizer and tank houses, exactly in the same manner they were doing when I entered the packing house 32 years ago. It is quite true that we have been improving along certain lines. We have changed our style of using steam; we have changed our style of fertilizer presses and driers; we have changed our style of loading, perhaps, but the fundamentals are the same today as they were the day I entered the packing business, and yet there is really no occasion for that. There can be methods worked out to make a great big improvement. To my mind the principal reason for that is due to the fact that we have not had in the practical end of the packing business in the past, men with trained minds.

I happened to come along through the hard school of experience, and I realized many times how much it would have meant to me, how much it would have meant to my job if I had had the opportunity in early life to receive a high school

education; if I had had an opportunity after I received that education to enter some school where I could learn the fundamentals of the packing business. But myself as well as all others who have come along in the practical end, and have received their education by hard knocks, have received their education by knowing where they failed before and how to avoid failure again, and it is really a hard thing to say, but it is true, that in the several packing house industries, the same sort of failures have been made as in my experience with the firms that I worked for, all of which cost my employers money, and have been duplicated by some other men coming along in the same field I came along. Therefore, the Institute Plan means that in the future these failures which cost the employers money can be prevented by reason of its being on record with the institution.

There is no reason why the same firm should have an economic loss, due to the fact that there was nobody in their organization who knew the proper method of handling the products. It does not benefit the industry any to have one packer out at Waterloo, Iowa, or a packer at Kokomo, Indiana—or a packer somewhere else in the United States, have a house full of sour meat. It does not benefit the individual firm, it does not benefit any packer, and it causes a loss to that particular packer and a loss to the industry in general, and I am particularly delighted now that this Institute has brought that idea to light.

There has been more real development in the packing business in the last five years than there was in the previous twenty, and I am going to predict that there is going to be more development, a more complete evolution of our methods, more revolutionary changes in our practice at the present for the next five years than there has been in the last twenty-five, and it is only timely that this Institute Plan be discussed and put into effect.

I thank you very much. (Applause.)

CHAIRMAN MEEKER: The Executive Committee made quite an exhaustive search to get a man to speak on the next subject, and could not find anyone in Chicago who could just make the bell ring, so finally we went over to Buffalo and called on Mr. J. C. Dold. He could not be here yesterday—I understand that he was staying home studying the subject—but we will now hear from Mr. Dold. (Applause.)

FINANCING THE INSTITUTE PLAN.

MR. J. C. DOLD: Mr. Chairman, fellow members: The subject assigned to me, that of a method for financing the Institute Plan without raising dues or making an assessment—in other words, collect money without asking for it, on the surface looks light a mighty easy one; but those who have tried it have found that it requires punch and effort and pep back of it; but the committee believes it will be done—that organization and placing the matter before our membership in the proper way will bring results, and we will keep before us Chicago's snappy motto—"I will." In fact, if applause is any evidence of the enthusiasm created by these splendid talks, we have heard straight from the shoulder and direct from the heart, then we might call the thing practically done. In fact, if every hand-clap was a dollar, our job would be finished right now. (Laughter.)

The psychology of these fine talks might be described as similar to the feelings of a poor but enthusiastic philanthropist who was called to a neighborly meeting on a very charitable object, that of aiding a very poor and destitute family. The minister got up, and in a very sentimental way portrayed the needs and the exigencies and the requirements of this poor family. This philanthropist put his hat

down on a chair; then he took off his overcoat and put it down, and finally he came to his vest and pants, and as the speech was about over, he said: "By gosh, here goes my shirt." (Laughter.)

That is the psychology of listening to speeches of this kind, that are really effective in arousing interest, and that interest was such, and the psychology of it was such, that when the talks began, I said: "Well, now, I will have to give a couple of hundred dollars." After that it grew to five thousand, and finally I said, "By gosh, I will give the whole fifty thousand."

That reminds me of the story of a cow boy who came back to Kansas City, and he sat around a table with a bunch of his friends, and he said: "Thirty years ago I could have bought this whole west bottom for a pair of boots." Well, one of them said: "Why didn't you?" He said: "I didn't have the boots." (Laughter.) That is probably why I did not give the entire amount.

We are told, fellow members, that giving is a state of mind, and it was never so well illustrated as during the war. We were asked to give until it hurt, and among many of us it still hurts. However, it just shows that when a worthy object is placed before people, when they feel that giving to it is right, they will give, and I hope that war experience will slop over into the time when this \$50,000 must be raised, and that we will give not only out of our hurt—but out of that which we can spare to this equally worthy and noble and practical object.

A Good Investment.

As we get along in life we realize, men, that we keep only that which we give, and that is the satisfaction we carry with us always. This proposition as it has been so ably portrayed here is a splendid one. It bears in it all the elements of the creative, the productive and the acquisitive nature. It is also for the elder membership an answer to that oft-repeated question of many of those who never come to our meetings: "What do we get out of the Organization?" The logical answer to that would be: "You get out of it just what you put in."

But some people have to visualize benefits, and here we have a creative, constructive, progressive plan, which, if you subscribe to it mentally, physically and financially, will prove not only a giving to you, but an investment that will outlive you yourself, outlive you in the coming generation of members, whose interests you certainly have at heart, and that I think is the nucleus for this splendid proposition, which speaks for itself. As was outlined in the splendid Bulletin issued by our President in the start, this will bring to us many more benefits than even were portrayed in that fine explanation of it.

The point was brought out by Mr. Mayer of the benefit to the young coming generation. You might say the benefit to our future membership, because after all, we hope this organization will endure always, and that as the older members drop out, as they will, and as the younger members come in, as they must—to hold what the old members produced if they can, they in turn must reap the benefit of that which we do now.

We all know that the packing business has come to be anything but a butcher. We learned that cumulatively. We have learned that more in the last few years than ever before. Therefore, in this change of method, of thought, of operation, it behooves us not only to teach ourselves these new features, to turn them over in our minds, the benefit of them—but to pass them on to the young people who eventually have to put their shoulders to the wheel and carry on the work so well started by the leaders, and for that reason I believe this thing must be created, it must be carried on; and it depends upon the enthusiasm created in the older members as to how much of it will pass over to the younger ones, as to what extent they themselves will take advantage of

this great thing we are providing for them.

Industry Must Have a Vision.

As Dean Heilman has very properly just quoted,—a nation without vision must perish. So it is with an industry. An industry without vision must perish, and that does not mean always great big visions. The butcher who gets up at four o'clock in the morning, makes up his mind how much he shall kill that day, where he is going to get it and how he is going to get the money for it, and what his profits are going to be, has a vision just as well as the larger packer who thinks in the millions; who has to scratch around in the morning to find the hundreds of thousands of dollars to pay out for livestock and to organize his business and sales force and his great distribution.

And therefore it behooves the packing industry, as well as it does industry generally, to see to it that by intelligent, educational effort, it will beget men of ability; to get them to visualize, to realize that which they already know, but like most of us we have to be told of the things we know, and then we remember that we know them; that is the education, that is the broadening of the mind that



ARTHUR CUSHMAN
(Allied Packers, Inc., Chicago)
Chairman Committee on Practical Research, Institute Plan.

passes on to the end sought for and to be gotten.

To that extent we think the plan will create new ideas, produce new methods and will make it easier not only for us as we pass along, but for the younger generation, who have far more difficulties than we ever thought of, I believe.

How to Raise the Money.

Now, as to the method to raise this \$50,000—that is only a day's losses for some of us. (Laughter.) This has been discussed pro and con, and I agree with my fellow members of the Committee that it is wise not to have this in the shape of an assessment, which would be the equivalent of taking by force. Therefore, I believe that the gentlemen who have created this interest which has been so well visualized by your applause of the proposition as it was unfolded to you by these practical men, all of them, will be part of the machinery of this creation—I believe that emphasizes the interest which will finally manifest itself in sufficient contributions presented cheerfully and voluntarily to put this thing on its feet.

After it is once started, I believe the membership in general, whether they subscribe or not—and we hope all will contribute to the Butcher's Mite, if you please, and I believe that there will be enough

actual interest shown in hard dollars to take this thing and let it increase as its benefits become known and patent to the membership in general.

Of course, I might suggest a few practical things. For instance, speaking from the standpoint of an outside countryman, I might say that the Chicago packers might lead the way with the profits in the packing business, in making these contributions. I say it in Chicago where it will soak in, and in that way we would be taking it from the top of the pile, instead of taking it from underneath. (Laughter.)

However, seriously, gentlemen, the problem before the Ways and Means Committee is not a light one, and in many respects not a pleasant one. It is never pleasant to ask for a thing. There must be mutuality in this thing. Any half dozen of the larger packers might say: "All right, we will pay for this thing," but that would not be the idea. It would be still a gift without compensation; so we do hope that whether the sum be large or small, every individual will show his interest in a splendid proposition like this by contributing what he can so that when the \$50,000 is raised from the members, as it undoubtedly will be, that they will all be perfectly satisfied that they are part and parcel of an organization which is doing things, which has created things.

After all, gentlemen, that which we give is the only thing we can do, and we hope that that spirit, that sentiment in so worthy a cause will predominate when it comes to passing the hat courteously.

I thank you. (Applause.)

CHAIRMAN MEEKER: You can all see now why I took the position of Chairman of the Ways and Means Committee, because I had such an eloquent earnest vice-chairman.

Are there any bank presidents present? (Laughter.) If there were, I wanted to ask their pardon for telling a story that I heard. The president of a bank met with an accident and lost one of his eyes and had to have a glass eye put in, in its place. When he got back to business one of his customers, who I believe was a regular borrower, came to see him, and the banker told him of the accident and said, "Now, I have got a glass eye, but I don't think you will be able to tell one from the other. Can you tell?" The man said: "Wait a minute," and then he said: "I think that is your good eye, your real eye." The banker said: "No, it is not, you are wrong. Why did you think so?" "Why," he said, "I thought I noticed a little more kindly expression from that eye than from the other one." (Laughter.)

Praises the Progress Made.

Before hearing from the Chairman of the Plan Committee on his report, I would just like to say one word. I used to regard these annual meetings as a pleasant place to come to, seeing my old friends in the industry from other parts of the country. It has been a matter this year of amazement to me to see the strides and progress this organization has made. I want to express my appreciation to the President and the Committee members that have worked so hard to make this thing what it is getting to be. I think it is amazing.

It also occurred to me that so many speakers since Dean Heilman have quoted things that he said that appealed to them that I venture to say if Dean Heilman would start a department in his School of Commerce for the packing industry, the management of it, that we would all be students. (Applause.)

We will now hear from the Chairman of the Institute Plan Commission, Mr. Thomas E. Wilson. (Applause.)

MR. THOMAS E. WILSON: Gentlemen, I feel a little bit different from the feelings as expressed by a couple of the speakers here this afternoon; in following such wonderful talks as Dean Heilman, and Mr. Dold, and Mr. Oscar Mayer, and all of

the other gentlemen,—they were lamenting the fact that it was pretty difficult to follow such wonderful speakers. I feel entirely different about it. I think it has made the job for me very easy, not difficult at all, and I am extremely glad that we have been able to have such wonderful talks on this subject.

I would like to clean up one or two points that I think may have been entirely clear to some of our members with reference to this plan, particularly with reference to the original plan.

It was not thought by me or any of the other companies who were active in the preparation of it that that plan would be possible in the immediate future. We did not expect to have that plan adopted as prepared for the operation of the Institute this year nor next year, nor for many years to come, but we did hope that it might be used as a plan for this great industry to aim at in the future, and I think the action of the Plan Commission today has demonstrated that we thought right in that respect.

Plan Is to Supplement Institute.

The Plan Commission has unanimously approved of the plan that is to be laid before the Convention at this meeting. It was not the intention surely—I would be the last one to admit that it was the intention that this Plan was to supplant the work of this wonderful organization that has been built up. Our purpose has been to supplement the work of the Institute. The Institute has, in my opinion, with the funds available, probably gone as far as it can go in research or educational work. The funds which we have which are collectable from the members are well disposed of at the present time.

Committees, of course, will enlarge upon the work that they are doing. They are not going to sit still, they are all too active, and I believe they are going to make progress, they are going to go forward, they are going to cover new work in this line, until this industry shall have reached the point that we should. We must find, and it was our thought that we ought to find in justice to ourselves and in justice to those who are to follow us—that we should find a way to reach out, and I think it has been demonstrated that we have found a way.

These men, as Mr. Meeker has said have said pretty much all that there is to be said about this subject at this time. They have said many things that I think a lot of us expected to say. Mr. Harding in a very able way expressed the feeling that I have felt for many years, a personal feeling. I, like Mr. Harding, came up through the school of hard knocks. I made a lot of mistakes, mistakes that probably I should not have made, and I, too, would have been delighted to have had the opportunity to have had some such scheme as this for the obtaining of knowledge in this business, but which was not available.

Now, we want to create something that will make it available not only for those fellows who have a college education, a high school education, but for fellows who have started in the packing business, who have indicated that they are going to devote their lives to this business, and who already are partially on the road to accomplishing good results. We want to make it possible for those fellows that have studied part of this industry and have taken hold of it and have indicated that they are going to follow it up for their life's work—we want to make it so that they, too, may improve their opportunities to open up to those bigger jobs that this opportunity will open up to them, and I am sure this plan will do it.

Recommendations of Commission.

Now, I have before me the recommendations of the Plan Commission, which we are going to put into your hands in a very few minutes, and which I am not going to read; but in substance I think I can briefly

state the recommendations without taking your time to read them.

The substance of the recommendations do not go to the extent of the original plan submitted by myself last February, but it is an outgrowth of them.

Many of you men know that this Plan was originally submitted to our members in February; that in April a meeting of the Executive Committee was held and the Executive Committee recommended that the Plan Committee be appointed, and that they make studies of the situation and make recommendations in time for presentation to this Convention, and that has been accomplished. The Committee have worked hard, have held many meetings, and all of them have made substantial recommendations to the Plan Committee, and they in turn are passing it on to the Convention for such action as you gentlemen care to take with respect to it.

That plan contemplates raising for a period of three years \$50,000 a year. I have great confidence in the men identified with the packing business, and I feel confident that the men in this business are going to make it possible to inaugurate this work by raising that small amount of money.



MURDO MACKENZIE
(Wilson & Company, Chicago)
Chairman Committee on Improved Livestock Breeding.

I feel that, as stated by Mr. Dold, every member of the Institute should participate in that voluntary subscription. I think that it would be too bad if any of our members find it inconvenient or undesirable to participate.

I think we want to feel that it is not only the plan of the Institute, but that it is our plan; that each one of us has a selfish interest in this plan. If it is not good—if this plan is not good for the smallest membership, it is not good for the largest, it is not good for any of us, and I believe that it is good and will result to the good of every member company of the Institute.

Use of the Money.

That plan contemplates the raising of \$50,000. This is the specific recommendation of the committee.

First: For salary of a man to give full time to the planning and prosecution of work in the field of practical research, and for expenses incidental to this work, \$10,000. You men have heard what things are possible in that direction.

Second: For salary of a man familiar with the problems of industrial education, to survey the educational possibilities and requirements of the packing industry, and to develop effective plans; and for prin-

ing and other expenses incidental to this work, \$10,000 for one year.

Third: For the salary of a man competent in the field of scientific research, and for necessary expenditures and traveling expenses, \$20,000. That contemplates laboratory and work in that direction.

Fourth: For miscellaneous disbursements to be made within the discretion of the Plan Commission and a margin to cover unforeseen developments, \$10,000, making a total of \$50,000.

Now, gentlemen, the details of the recommendations of these committees are in this pamphlet which you will receive. The hour is late, there is much business to be done here this afternoon, and I believe that you have a pretty good understanding of the plan as recommended by the Plan Commission, and it does seem to me that we probably are in a position to take action at this time. The matter is submitted to you for such action as you care to take. (Applause.)

MR. J. C. DOLD: Mr. Chairman, I would like to offer this resolution:

I move that the Institute of American Meat Packers adopt as its development plan the plan submitted by Mr. Thomas E. Wilson, which shall be known officially as the "Institute Plan," and that the report of the Institute Plan Commission be adopted in its entirety.

(Motion duly seconded and carried amid loud applause.)

The convention thereupon resumed its regular session.

AFTERNOON SESSION.

A. T. ROHE, Vice-President, presiding.
CHAIRMAN ROHE: The first speaker is Mr. MacKenzie—"Type of Livestock the Market Demands." Mr. MacKenzie has been unable to come here, but he has sent a good, fair-sized representative here in Mr. Wentworth of Armour & Company, the secretary of the committee.

MR. WENTWORTH: Mr. Chairman, gentlemen of the Convention: I could not hope to replace Mr. MacKenzie entirely, although I have his speech here. Some of you men know Mr. MacKenzie, and you know that I cannot bring you the Scotch with it, and the Scotch in more ways than one, perhaps. However, we will do the best we can, and I will read this just as it is prepared.

Type of Livestock the Market Demands

MR. MURDO MACKENZIE: It is somewhat absurd for a producer of livestock to appear before the Institute of American Meat Packers to discuss the type of livestock the market, as typified by you gentlemen, demands. For each of you know the requirements of your trade better than anyone else and each of you would ridicule any attempt on the part of the men from whom you buy, to dictate to you with regard to the type of animals they think you need.

Hence I shall use my topic as a text from which to depart, and in my capacity as Chairman of your Committee on Improved Livestock Breeding tell you something of the difficulties the producer faces in preparing animals for your market, and in attempting to meet your demands for certain classes, ages and qualities of livestock. Furthermore I shall talk as a spokesman of the producers, not of the packers.

How are classes of animals determined on the market? You will tell me that the uses to which animals are put determines their class. How are the relative prices between the different classes determined? Again you will say that they are determined by supply and demand—demand registering what the consumer wants, and supply registering, in general, what the producer can most readily breed, feed and market.

Unfortunately, demand is much more

facile in its expression than supply; its whims develop more quickly, and its transient nature is more deadly to the livestock industry. Even today the producer has little to guide him as to what you will want for slaughter during the rest of the year, while his ideas for next year are more than hazy, and for the year following absolutely at sea.

Let me illustrate. Suppose that one of you is to enter the beef business this year. How will you plan to handle your herd? At best you cannot hope to have calves from it before next summer, and you will probably find it to your advantage to delay until next fall. If you live in the range states you cannot hope to direct the matings yourself and produce calves before the spring of 1924. If those calves can be marketed in the fall of 1925 as yearlings you will have done your best, and conditions of grass and of market demand may make it seem more profitable to you to bring them in as fat grass cattle during the autumn of 1926. Do any of you gentlemen care to state whether it will be more profitable in the fall of 1926 to market calves, yearlings or 2-year-olds, assuming them to be of equal merit? You do not know, nor can you make a guess with any show of a logical foundation.

Problem for the Producer.

Yet this is the problem the producer of cattle faces every fall, barring the fact that once he is in the business he has gained a year with respect to his market and need plan only three years ahead on the average instead of four.

Supply and demand undoubtedly do determine the relative prices of different types on the market, hence the highest priced type is always changing. It is my opinion that breed has very little to do with the result, each breed having a section of the country to which it is best adapted and for which it is most profitable. But the actual type of the animal as to age, weight and finish does change, if one is to interpret the highest market price as indicating the animal most needed. Moreover, it usually changes much faster than the breeder and feeder can hope to change, since the breeder and feeder's dollar is in the animal for two or three years while the packer's and retailer's dollar is in the animal for two weeks to four months at the most.

The qualities that make the animal best suited for the breeder are not the qualities that make it best suited for the market. In order to have a reasonable cost of production the breeder must have animals that develop great weight for age, possess early maturity and fatten quickly. Almost all of these must be present before the breeder can devote much attention to catering to market demand.

The market, on the other hand, cares nothing for these qualities, except insofar as they contribute to other qualities, of neatness, dressing percentage and flavor of meat. The breeder must seek health, vigor, constitution, capacity, fecundity, prepotency and a host of other characteristics in his herd which the market never recognizes in price quotations at all.

Producer Raises Best Type.

All of this leads to the one conclusion that the breeder must breed in the long run the type of animal which experience has taught him to be best, rather than the type in most immediate demand in the market. Of course, certain trends are easily recognized in the market; for example, the trend toward lighter animals evidenced by the preference for beef carcasses under 700 pounds or the rapidly diminishing demand for the packing and butcher hogs weighing over 250 pounds. But when it comes to balancing the production of prime yearlings against prime 2-year-olds, or butcher hogs against bacon hogs, the estimate requires a fine-pointed judgment that it is as unreasonable to expect the breeder and feeder to possess a

season or two in advance, as it is to expect you to possess. In other words, the foundation for a judgment of this sort does not exist.

When one enters the show ring the adoption of the packer's standard in judging steers, wethers and barrows, either in the single classes or in carload lots, becomes increasingly unfair to the producer. One cannot object to applying the ideas of a high dressing percentage, a thick-muscled, smooth-fleshed, blocky type and a carcass of suitable size, shape and quality to be marketable.

But a strong protest should be offered against laying undue stress on the particular class of animal that happens to be drawing the highest price at the time of showing. If this particular class always drew the highest price, no complaint could be registered. But, as has been pointed out, supply and demand tend to regulate the class of cattle or hogs or lambs that bring the highest price, and high prices tend toward the development of so many animals to receive those prices that the market for them breaks and a new class goes to the top. It is, therefore, the breeder's contention that animals in the show ring should always win on their merits, regardless of immediate price conditions, as long as the best animals represent a standard market type.

Must Note Weight for Age.

For example, to pass by 1,350-pound yearling steers of equal merit to 1,150-pound yearlings, because the latter happen to be the highest in prevailing market price at the time, overlooks one of the prime essentials in reducing cost of production, weight for age, and to pass by 1,450 to 1,500 pound 2-year-olds in favor of 1,000-pound yearlings, because they happen to be outselling 2-year-olds on the open market by 50 cents is equally as reprehensible, since the 2-year-olds for the conditions under which they were raised may have been just as economical as the yearlings, and may have marketed certain feeds from the farm or range that the grain-fed yearling never could consume and finish quickly for market. So long as the 2-year-olds are the best cattle, and are marketable, even though their outlet may be only half as great, they should be equally entitled to the championship, since there are certain types of agriculture in the United States that are best adapted to their cheap production.

The case with hogs is similar. Much has been said of the big, coarse type of hog that has been strongly in the favor of the American breeder the last few

years, but if such a hog can be produced more profitably, even at lower market prices, and can find a market outlet, it should be entitled to equal consideration with its rivals that more nearly approach the true butcher type. The line in hogs is more distinctly marked, however, since the modern market for the last fifteen years has been definitely committed to the light middle weight hog of smooth conformation and typical butcher proportions, and there has been no recession, except for two years during the war, from this stand. In fact, the differential has been constantly increasing.

Problem of Heredity.

The great problem the breeder faces is the problem of heredity. It is absolutely essential to him that he get his calves, pigs and lambs all cast in the mould that he has selected. Furthermore, he must raise a sufficiently large number of offspring to overcome his overhead and yield him a profit. The market frequently derides the breeder for emphasizing such traits as a breezy head, the typical breed color, the characteristic set of horn or ear, the desired wooling in sheep, and any other character that has been accepted as typical of a given breed of livestock.

Unless the packer is willing to take into account the evidences of beef breeding when he buys cattle the run of producers are going to become increasingly careless in the type of animals they offer.

Yet if he is to stay in the business satisfactorily the breeder must fight for all the breed qualities, the constitution, capacity, health, vigor and fecundity for which his breed is known, and must expect a certain recognition of it on the market, as the packer must expect a recognition of his plants and distributing system along with the trademarks, when he goes to market. For the qualities which the breeder desires are part of the tools and accomplishments of his trade, and when his products show the stamp of real breediness, health and vigor he is as deserving of market recognition as if he were licensed dispenser to their majesties, the American people, for his tools show very plainly that he can produce more of the kind the market wants.

Committee Aids Producers.

The purpose of the Committee on Improved Livestock Breeding is to advise with the breeders of the country, study their problems in relation to those of the packer at the market, to acquaint breeders, if possible, with permanent trends in market demand, and to advise with them in improving their cattle, sheep and hogs to meet this demand. The committee believes that great improvement in average American livestock can take place through getting the advantage of the improvement breeders have already worked. But it also hopes that there will be more breeders of true market types that can satisfy the agricultural conditions under which they are produced all over the country, for the foundation of profit for the breeder, success for the feeder, permanence for the packer, and satisfaction for the consumer, lies in a better bred class of livestock all over the country, that shall meet the requirements of not one or two special interests, but that shall prove best for the livestock industry as a whole.

In addition to the foregoing report, the Livestock Improvement Committee has dealt in a broad way with the relation of the foreign bacon trade to the type of hogs to be produced in this country, and approved the report that I will now read:

Factors Limiting Specialized Bacon Production

EDWARD N. WENTWORTH:

During the past year hog producers and the agricultural press have agitated the question of increasing specialized bacon hog production with the idea of capturing



MURDO BELIEVES IN ELEVATING OUR BEEF BREEDS.

the British bacon trade. These interests believe that the British markets determine price levels throughout international commerce, and feel that the direct stimulus of buying for Britain would materially assist live prices in this country. There has been a tendency on their part to blame the American packers for a general lack of interest in overcoming Irish, Danish, Dutch, Canadian and Swedish competition and to believe us uninterested in any niceties of flavor or cure London or similar markets may desire.

One of the most active critics of the situation has been H. A. Wallace, son of the Secretary of Agriculture and managing editor of *Wallaces' Farmer*, published at Des Moines, Ia. About four weeks ago Mr. Wallace met a number of representatives of the Institute in Chicago, and as a result of the discussion thereby developed the following summary of the situation may be presented:

In the past American bacon has drawn a variety of criticisms in the British market, but today only the criticism of a lack of proper streaking with lean remains. Our hogs fatten so rapidly on corn that the outer layers of fat develop at a greater rate than the intermuscular layers. As a result, the lean in American bacon is all gathered at the inner side of the belly cut.

Progress in Bacon Hogs.

Today American packers are using every resource in their power to export bacon of a quality that can compete on the British market with that supplied by other nations. Since the war they have taken great forward steps, by speeding the rate of transit, developing a milder cure, and making a closer selection on the live animals adapted to this trade.

Leading American swine breeders have attempted to breed a hog of rangier, less lardy type that should produce a meatier streaked side of bacon. Unfortunately, thus far these hogs have developed mostly in growth and have failed to show bacon finish at bacon weights. Furthermore, they have displayed a lack of quality in bone and skin that has made them unsuccessful competitors where they have been available with the light hogs of the older type.

These facts have led certain agricultural papers and breeders' organizations to advocate the adoption of strictly bacon breeds, such as the Tamworth and Yorkshire. These breeds quite uniformly possess the qualities desired and can produce high quality Wiltshire sides at live weights under 200 lbs. Nevertheless, they have not been widely adopted by American breeders and hog producers, presumably because the American farmer has not found them most profitable to handle. If his experience had been otherwise the spread of these bacon breeds would have been automatic, since the market has nearly always paid a premium for bacon hogs and quality light hogs.

Packers Aid Bacon Breeds.

In order to facilitate the production of bacon hogs several member packers of the Institute have attempted to place boars of bacon breeds in the leading hog sections. Despite a guaranteed premium offered for pigs by these boars when marketed within a certain weight range, their use was unsuccessful since the farmers returned in a year or two to the breeds to which they were accustomed.

Raising Bacon Type Costs More.

The difficulty, therefore, must lie in their adaptability to cornbelt agriculture with a probably higher cost of production on their part as compared to the distinct butcher type breeds. This latter type of hog, with its thick back, broad, square chest, capacious rib and middle, and fully turned hind quarters, is a more efficient feed consumer and pork manufacturer than the long-legged, flat-ribbed, narrow-built bacon type. In cattle and sheep the long-headed, high-set, flat-sided steer or lamb is not the type feeders select for

their feedlots, because experience has shown that they do not make economic gains.

It would, therefore, be most unusual if the narrow type of hog should prove as efficient as the broader-turned, lower-down kind. Several Canadian authorities have called attention to the fact that in localities where their agriculture resembles our cornbelt to a slight degree, the butcher type of hog, rather than the bacon type, is automatically produced.

Butcher Hog Meets U. S. Demand.

Supplementary to the lower production costs of the butcher hog is the fact that it most nearly meets the demands of the American market. Over a period of years only about 4½ per cent of the total American pork production has been devoted to the British market. The remainder has either been consumed at home or marketed on the European continent where the essential features of the demand do not differ greatly from the American requirements.

Even if we secured the entire British import trade we would utilize less than 10 per cent of our production. As a result, the great body of American farmers find it to their advantage to meet demands that will take 95½ per cent of

farmers will continue to produce butcher instead of bacon animals.

Where Can Boost Bacon Hogs.

Nevertheless there remain certain sections where dairying and small grain growing predominate, such as parts of Washington, Oregon, the Dakotas, Minnesota, Wisconsin and New York, that seem well adapted by their environment to bacon hog production, and there is no reason why education in these sections with regard to bacon hogs should not yield satisfactory results.

It has been the intention of this discussion to show why specialized bacon hog production in the United States is not more general, in spite of the logical argument that can be adduced to favor it. Many of the workers in agricultural education believe that the packers should attempt to advise the producers in order to direct production along specialized bacon lines. For the present it seems highly inexpedient to do so, either in an organized or expert way, since the character of foreign trade is oftentimes entirely changed by the time pigs can be bred, fed and marketed. Even if foreign demand remained constant, an increased supply of pigs suitable to top British markets would most certainly produce a lower level of prices as a result of the greater supply to balance against the demand.

The packer would, then, be subject to that old criticism from the producer, that he was encouraging certain practices on the swine breeder's part until he could beat down the price and gain the advantage of the favorable market solely for himself. Of course, there is really no foundation in the trade for such a criticism, yet superficially market trends would give a basis for these accusations. On this account, it seems the best policy to offer producers as much information as possible on the facts of the trade without violating confidential matters, but allow them to draw their own conclusions and think out their own practices.

CHAIRMAN ROHE: We will now hear from Mr. Howard R. Smith, chairman of the Committee on Soft and Oily Hogs, on "Solving the Soft Pork Problem."

MR. HOWARD R. SMITH: Mr. Chairman and Gentlemen: I regret very much I have a very bad cold, and while my remarks are not very lengthy, I am going to ask Mr. Heinemann to read them.

Solving the Soft Pork Problem

MR. HOWARD R. SMITH: Mr. President, gentlemen of the Institute of American Meat Packers:

As stated on the program, I am to address you on solving the soft and oily hog problem. I wish to say, gentlemen, that our esteemed president had received so many letters from me in years past complaining of the evil practice that was resorted to by a great many hog shippers by shipping soft hogs and charging you a solid hog price, that he thought the best way to quiet me was to start me investigating this problem.

A little over two years ago the government started some experiments at their various feeding stations on how to make a soft hog hard, and Mr. Wilson gave me the distinguished honor of representing the Institute on the government investigations. The Department of Agriculture has certainly gone into this matter very thoroughly by making feeding tests of practically every food from which it would be possible to produce a solid hog, but I regret to state that up to the present time this problem has not been solved as far as the feeding is concerned.

The experiments have been made in feeding these animals in periods covering from one to four months, but in none of them have they produced what is termed a solid hog. In these tests they took soft



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Director of the Institute.

their production, rather than more exacting demands that at best will take less than 10 per cent. Since the butcher hog in greatest demand in our markets most nearly fulfills American needs, it is almost certain to overwhelm propaganda for bacon types and the foreign trade regardless of its apparent logic.

Many supporters of bacon hogs argue that American consumers are ultimately going to recognize the highest degree of bacon quality and flavor. This is probably true, but under present conditions there is nothing that stands in the way of producing this quality with light butcher hogs, and the trade has the further advantage of securing three additional high priced cuts, the ham, the picnic shoulder and the loin. The butcher type of hog produces these cuts with a sufficient degree of plumpness to give them a No. 1 grade, while the slim type of hog produces these cuts lacking this desirable conformation. Since the American hog trade seems secure in dominating our live prices, and since the great hog producing states seem best adapted to the fuller made type of hog, it appears most logical that American

hogs that had been fed on peanuts, soy beans and various other foods that make a soft hog, and have fed them on balanced rations, endeavoring to make a hard hog out of the soft hog, but it seems as though if a pig ever reaches a hundred pounds and is soft, you cannot make a hard hog out of it unless it is fed such a length of time that it would be unprofitable.

How to Get a Solid Hog.

I think it is generally well known what foods produce a soft hog, so I will not go into details about that. The thing that the packers are vitally interested in is to secure a good solid hog no matter what the size may be. From my personal observation of this question it is very doubtful in my mind if we will ever eliminate the so-called soft hog.

Down through the South and particularly in the peanut belt it is very profitable for the farmer to raise a soft hog. These peanuts are raised cheaply, and at a meeting in Montgomery a couple of years back one of the leading stock raisers in that section of the country told me he would rather raise a peanut hog and sell it at 10c a pound than to attempt to raise a solid hog and secure 15c a pound for it. He also stated that he could in the same length of time produce a 300 pound hog on peanuts, where on corn he would only produce a 200 pound hog. So when you consider the cost of the feed and the increase of weight as stated by this gentleman, you can very readily agree with him on his statement.

I think the Southern farmer should be encouraged to raise all the hogs he possibly can, and if he finds it more profitable to raise the soft hog he no doubt will find a market for these animals, and the only thing that the packer asks is for them to be put on the market for exactly what they are. I suppose some of you gentlemen are not strictly familiar with the so-called soft and oily hog, and if you haven't met this animal I think you are just as well off. But no doubt there are a great many packers who can dispose of this product, so the farmer can be assured he will find a market for all these hogs that might be raised.

Think Soft Hogs on Increase.

Instead of the supply of soft hogs decreasing, I am inclined to think that it will increase, but what the packers should guard against is the purchase of these hogs. Of course if he purchases them at a soft hog price, and buys soft hogs, that is his business. But when he purchases hogs at the top of the market in the various stockyard centers, and has soft hogs delivered to him mixed in with the load, then, gentlemen, I think we have some cause to complain, and there certainly should be some means taken to correct this evil.

It seems to be a practice in the soft hog section to sell these soft hogs in the various stock yards to unscrupulous dealers, and they in turn mix them in with solid hogs, and we are the ones that are being robbed. It is also another practice to ship these hogs into a solid hog district and after they have been there a short time they are then shipped into the various stock yard centers and disposed of as solid hogs. Now it is perfectly proper for the farmer to raise all the soft hogs he cares to, but it certainly is wrong to permit a practice like this to continue. There should be some regulation to correct this evil of shipping hogs in the manner stated. It should be required in shipments of live hogs that they state on the bill of lading that the hogs have been raised in that district, or have been fed in the district a certain length of time.

I might further state in these soft hog districts there are some farmers who raise a solid hog, and from the fact that he is in what is termed a soft hog district, he is discriminated against and is obliged

to accept for his hogs the same price as soft hogs. This is just as unfair to this farmer as it is unfair to ask the packer to pay a hard hog price for a soft hog.

Should Guarantee Solid Hogs.

I would suggest that the Institute take this matter up with the Department of Agriculture and see if some means cannot be worked out, by which hogs purchased in any of the stock yards will be guaranteed to be solid hogs. I might state, however, that this question has already been taken up through the proper channels, but so far nothing definite has been accomplished. This would naturally make the stock yard man particular as to where he secures the hogs, and if it cannot be worked out in any other way, there should be some manner in which these hogs can be tagged. This, I realize, is a very large problem, but after it is worked out in the proper manner I don't think it would be such a difficult matter to accomplish.

By doing this, the man who raises solid hogs will be paid the full price for his hogs, which he is justly entitled to, and when the packer buys solid hogs he should secure what he buys. Of course there may be some means discovered a little later by which they can feed a soft hog within a reasonable time, and place on the market a strictly solid hog, but, as already stated, this has not been accomplished in any of the investigations.

CHAIRMAN ROHE: The next subject, "Eradicating Diseases of Livestock," is to be taken up by our old friend, Mr. Gehrman. He is one of the lucky packers who made enough last year to take a trip to Europe, and is now taking his good old beer in Germany, and writes he is having a fine time. His subject will be taken up by Dr. Eagle.

(Dr. Eagle then read the following paper by W. H. Gehrman, chairman, Committee on Eradication of Livestock Diseases:)

Eradicating Diseases of Live Stock

CHAIRMAN W. H. GEHRMANN: The direct annual financial loss to the people of the United States resulting from the prevalence of animal diseases is estimated to range between \$150,000,000 and \$200,000,000. The indirect losses from this source would be difficult to estimate.

In the beginning it might be well to point out that in a great measure these

losses can be greatly reduced and this enormous wastage reclaimed. These losses are primarily due to the following causes:

Infectious and non-infectious diseases. Parasitic infestations.

Accidents.

Livestock handling losses.

Neglect and exposure.

On the basis of the total population in this country being approximately 105,000,000, it will be seen at a glance that the per capita loss due to animal disease and exposure is approximately \$2.00.

During the first six months of this year it was estimated by the U. S. Bureau of Crop Estimates that of the total number of cattle and hogs on the farms of the United States, death occurred in 20.58 per cent of the swine and 3.5 per cent of the cattle. This was an increase over the same period for 1921 and these losses represent only a part of the total losses for the reason that the subsequent losses due to transportation and condemnation have not been considered.

It is estimated that 1/60 of the total wealth of the United States is represented in the value of livestock and its products. The total animal population of the United States is 182,949,000. In contrast to these figures we have approximately 105,000,000 people in this country.

The scientific methods for disease control such as the quarantine-sanitary precautions and practices, preventive measures, the establishment of proper environment, intelligent practices in habits and diet can be more easily applied in an epidemic of infection among the human family than can be made possible in combating infectious diseases among our livestock.

Obstacles to Disease Control.

The advantage that our public health officials have in combating disease through the assistance gained as a result of the intelligence and personal fear on the part of those infected in the human family or those that might become infected does not make disease control in the human family an easy task. The public health official is sometimes confronted with grave problems in bringing infectious diseases of the human family under proper control, and sometimes their solution is not made possible until after the ravages of disease have exacted an alarming toll of human life and health.

In comparison to the natural advantages possessed by the public health official, consider the problem of the livestock sanitarian in dealing with an animal population of 182,949,000, of which no single individual possesses sufficient intelligence to practice any sanitary precaution recommended to protect it from disease. Likewise consider the dangers incident to an animal which is infected with a communicable disease, which has no understanding of the danger of such infection to the health and lives of the other animals in the community.

Time or space will not permit the use of other important comparative detail, but suffice it to say that the livestock sanitarian is confronted with a gigantic problem, when assuming the responsibility of controlling and eradicating animal diseases.

In some degree the problems of the public health and livestock sanitary officials are mutual. The human element strongly influences the operations of both. Public sentiment in favor and support of the work of both is essential to their success. Proper sentiment can be more easily developed for the public health official in disease control, because he is dealing with a subject affecting the health and lives of our people.

The individual household can be brought into a full appreciation of the possible dangers of disease to their families. With the exception of a comparatively few infectious animal diseases, it is difficult to



HOWARD TACKLES A SLIPPERY PROBLEM.

arouse public sentiment in favor of animal disease control from the standpoint of their importance to the public's health.

The livestock sanitarian is therefore in a measure limited in his efforts to create favorable public sentiment. His work in this direction to a great degree is confined to a demonstration of the economic importance of eradicating animal diseases. This does not mean that animal diseases are not considered as having a direct bearing upon the public's health, as the opposite is true. The importance of the relation of certain animal diseases to the public's health justifies most of the effort and money that has been expended toward animal disease control.

Animal diseases when considered as a whole presents an economic problem of considerable importance in their relation to the conservation of the nation's health. They are the primary cause of a great national wastage. Our people should be made to know that in a great measure this wastage can be reclaimed if proper support is given to our livestock sanitary work. Scientific control of animal diseases from the standpoint of their economic importance will naturally bring into action most of the precautions necessary to the proper protection of the public's health.

Problem an Economic One.

An analysis of the work being carried on by our livestock sanitary forces appears to indicate that primarily they are dealing with an economic problem. On the other hand, we find that the public health official and livestock sanitation has not in any way discounted the importance of animal disease to the public's health, and that most boards of health include on their staff a livestock sanitarian capable of protecting the public's health from any possible dangers from animal diseases.

Public sentiment as a factor in animal disease control cannot be under-estimated. An enlightened public opinion and appreciation of both the economic and public health importance of eradicating animal diseases should develop a better and more definite support to livestock disease control through satisfactory federal, state and county appropriations and authority. Such a status which is not only desirable but necessary to the further development of the work will permit our livestock sanitarians developing animal disease control work in the United States on a most efficient basis. The achievements already accomplished by our livestock sanitary forces are worthy of the highest commendation, yet with additional appropriation and authority these same forces could extend their work on a broader scope and thereby greatly reduce the natural wastage as a result of animal plagues.

It is estimated that animal tuberculosis alone exacts an annual financial toll in the livestock interest of this nation in the amount of \$40,000,000.

Our livestock is infected with other preventable diseases and conditions, the losses of which are measured in millions of dollars. Time will not permit going into detail, yet I am quite sure that you are familiar with the annual losses resulting from hog cholera, contagious abortion, mixed infections and parasitic infestations of cattle, sheep and swine. Some excellent work with very satisfactory results has been carried on by our livestock sanitary forces in both a scientific and practical way in studying the direct causes and best methods of control of these diseases and conditions.

Disease Loss Incalculable.

The total loss resulting from prevalent animal diseases is comparatively small when considering other phases of their economic importance. It would perhaps be rather difficult to estimate the losses to breeders and feeders through the production of inferior types of pure bred animals or losses in gains and wastage of

foods as result of animals infected with disease or parasites.

The losses in an infected herd are not confined altogether to the owner of the herd, because in the end, this initial loss might prove the smallest as its effect on the offspring of such a herd or the carrying of the infection to other herds might be the means of developing an endless chain of infection accompanied by losses that would make the initial loss appear rather small.

The herd that might prove to be the initial foci of infection often contributes to greater economic losses that in some instances are startling. As an example, such a herd might be the basis for the spread of certain diseases through numerous channels of infection and the newly infected livestock might not be discovered until the animals reach a killing floor operating under Federal meat inspection.

To be more specific, I will ask you to consider the relative importance of the primary loss to the owner of a diseased herd as compared to the widespread losses as a result of condemnation for tuberculosis in swine, the infection of which was carried to numerous premises extending over a wide area by skim milk that became infected as result of a few diseased

inspection forces of the U. S. Bureau of Animal Industry. Such purchases on the part of the packers are the exception rather than the rule, and therefore the great bulk of the livestock is purchased on the basis that it is healthy and capable of being converted into meat foods and by-products.

The condemnation records indicate that it is difficult to anticipate in advance the average losses from animal diseases to the industry. At times retentions and condemnations may run rather uniform, while in other instances the percentage of losses cannot be looked upon than being other than alarming. The significance of this statement is more apparent when considering that this condition obtains in the great bulk of the livestock of this country which is being slaughtered in federally inspected establishments, and which was purchased on the basis of being supposedly sound. Some doubt is at times expressed as to the distribution of these losses, yet suffice it to say that regardless of who stands them, they represent a direct loss to the wealth of the nation, and it must be apparent that they adversely affect the best interests of all concerned.

The economic importance of animal diseases is not only confined to the losses resulting from death—immaturity—inferior types, decrease in production of meat and milk, but further through the expense necessary to either eradicate or bring them under proper control.

The expenses incident to maintaining federal, state, county and municipal livestock sanitary forces which when measured only in the number of those engaged in the work is in itself no small item. The expense for proper equipment, indemnity funds and other contingencies necessary for the organization of these forces to efficiently fight disease is enormous. The eradication of animal diseases does not as a rule represent an undertaking that is accomplished within a short period of time, therefore, the fight against many diseases must be carried on systematically over a period of several years.

At this point, it should be remembered that the best time to start combating animal diseases is when they first make their appearance. Delay means further spread of the infection, thereby requiring more time and expense to handle the situation satisfactorily.

A public sentiment favorable to livestock disease control, a sentiment which is built upon a full appreciation of both the economic and public health importance of animal diseases, will result in the enactment of any additional Federal and State legislation that is necessary to proper livestock sanitary work. The effect of such public sentiment was very satisfactorily demonstrated through the success of our Federal and State forces in promptly eradicating from this country on several different occasions foot and mouth disease. The success with which our Federal Government controlled and eradicated cattle and sheep scabies is another example of the effects of public sentiment on disease control.

Eradicating Texas Fever Tick.

Another great livestock sanitary project that originated with our U. S. Bureau of Animal Industry was a plan looking forward to the complete eradication of the Texas fever tick. This plan was put into operation several years ago and in a way marked time in the progress of the work because there was a lack of public appreciation as to its economic importance. The progress made was commensurate with the effort that our Government was able to put forth, yet as the merits of this work were better understood and a belief established that it was possible of achievement, the work took on such a momentum that it has long since been looked upon as an important undertaking.

The areas in the United States that



W. H. GEHRMANN
(Kohrs Packing Company, Davenport, Ia.)
Chairman Committee on Eradication of Livestock Diseases.

cows in a herd that has been designated as the primary seat of infection.

I am sure that there are meat packers here today who have been witnessing from day to day through the operating records of their business an increase in swine tuberculosis that is alarming and at times makes its economic importance appear greatly magnified, due to the extensiveness of the disease in their communities, placing them at a disadvantage in competing with packers who are privileged to draw their supply of livestock from areas in which livestock diseases are less prevalent.

Economic losses become more apparent when livestock from communities such as have been just described reach the public markets. The owner may not know that his livestock is diseased. The purchasers who in most instances are packers likewise may not be cognizant of the fact that disease exists among any of the animals he is purchasing unless its presence is made apparent by the physical condition of the animals.

Hard to Anticipate Losses.

Where disease is apparent, purchase is made on the basis of the animals passing the post mortem inspection of the meat

have been freed of the cattle tick are now measured by the thousands of square miles. The cattle raisers of such areas as have been rid of ticks are more economically producing better cattle, and the markets of the United States are now open to them without restriction. The cattle tick is not entirely eradicated, therefore, the expense of the quarantine—dipping facilities—quarantine pens in public stockyards—special feeding stations—car cleaning and disinfection stations, etc., continued.

When multiplying such efforts and expense by those necessary to the proper control and eradication of the other animal diseases existing in this country, we can in a small way visualize the economic importance of eradicating animal disease.

As a nation, we must be deeply interested in the success of our agriculture, as this is the basis of our national prosperity.

The agriculture of the United States is primarily one of livestock production. The majority of our grain is marketed through feeding it to livestock. The total value of crops and animal products in the United States for the year 1921 equalled \$12,366,000,000. Of this total valuation, the value of animal products was equal to \$5,339,000,000, or 43.2 per cent of the total combined value of crops and animal products.

Livestock is essential to a successful agriculture. It provides the farmer with motive power and is further a commodity in his business of great value. It returns to his soil a fertility necessary to successful farming. It provides the meat food for 105,000,000 people and produces a surplus of meat for the people of other countries.

Must Expand Committee Work.

The livestock industry, in which I include the packing industry, is the key industry upon which numerous other industries depend. The importance of maintaining our livestock in a healthy condition must be apparent to all. Every citizen must have a part in this great work. The support due a program designed to conserve the health and lives of our livestock can be secured only through the citizenship of this country being brought to a full realization of the importance of animal diseases both economically and from the standpoint of the public's health. This condition can only be brought about through the process of education.

In my consideration of this subject, I have purposely generalized with one specific thought in view, namely, to try and say some one thing that will develop a greater interest on the part of the membership in a subject that is very vital in its relation to the best interest of the producer, packer and consumer.

As Institute members, I think the time has arrived when we should assume a leadership toward gaining proper public recognition and appreciation of the importance of animal diseases. We should, I think, first better understand the problems of our livestock sanitary forces, and stand ready at all times to offer full support and co-operation.

As an Institute, I believe the time is opportune for expanding the activities of the Committee on the Eradication of Livestock diseases. This committee in my personal opinion should be more familiar with the prevalence of livestock diseases in the United States, and the particular problems that come up from time to time in those communities from which our members obtain their supply of livestock. The committee should be in a position to advise the membership on matters pertaining to livestock diseases.

An Institute committee organized and functioning on this basis should soon become the industry's authority on the relation of animal disease to its operations, and thereby be in a position to speak for the entire industry on all co-operative plans and policies designed to assist in the control and eradication of animal diseases.

CHAIRMAN ROHE: This paper of Mr. Gehrman's gives us a tremendous amount of food for thought.

If there is no further discussion of these subjects, we will now adjourn.

THIRD DAY'S SESSION

Wednesday, October 11, 1922.

Director W. H. White, Jr., Presiding.
CHAIRMAN WHITE: Gentlemen, the convention will come to order. We have had occasion within recent months to secure relief from intolerable conditions under which we labored, and have frequently taken advantage of the opportunity to refer our troubles to the Washington representative of the Institute. Without exception, our troubles have been speedily relieved, and a course outlined that would in a large measure obviate future difficulties.

The first number on this morning's program is Mr. Norman Draper, Washington representative of the Institute of American Meat Packers, and it gives me great pleasure to introduce to you Mr. Draper. (Applause.)



NORMAN DRAPER
Washington Representative of the Institute.

How the Washington Office Handles Emergencies

MR. NORMAN DRAPER: Mr. Chairman and Members:

It says on the program that I am supposed to say a few words on "How the Washington Office Handles Emergencies." That is quite an order, because life in the Washington office of the Institute is just one emergency after another, and of late they have been developing so fast that handling them has become practically a matter of routine.

Of emergencies we have two principal kinds: First, there is the variety which confronts the individual member alone. Then there is the real big emergency, which confronts not one or two or three members but the entire packing industry, and in the final analysis, all of the people from whom it buys its materials and all of the people to whom it sells its products. Illustrative of such recent emergencies were the difficulties with respect to coal and the continuing difficulties with respect to transportation.

During the past years we have found in Washington that one of the best ways to meet an emergency was to see it coming and take every possible precaution in advance. The members of the Institute are scattered, for the better part, hundreds and thousands of miles away from

Washington. It is impossible for them to know continuously what is just around the corner, so we have conceived it to be a part of our duty to have a periscope that we can stick around corners to see what is coming.

I think we did that, for example, with the coal strike. For some weeks before the situation became really acute we were reasonably certain what was going to happen; just as we are reasonably certain at this time that there are likely to be difficulties along a somewhat similar line this coming spring. When we saw what was going to happen with coal we next found out that priority orders very probably would be issued. We immediately placed the views of the industry and sound economic reasons therefor before appropriate officials in Washington; and the result of this precaution was that when the priority orders were issued, packers were provided for as users of fuel for refrigerating human foodstuffs. In this connection it may be well to call your attention to the fact that strange as it may seem, no such adequate provision was contained in coal priority orders issued during past years.

Getting Coal Priority.

During the difficulties of 1919 we had to almost shed tears on mahogany desks on a number of occasions to keep some of our members from suffering heavy financial and economic losses because of lack of fuel. This year because we had our periscope working packers had a definite priority status, we had to shed no tears on anybody's desk. We were in a position to insist that members needing coal should get it.

Some of them had difficulty, it is true, but it is gratifying to look back now and see that when some plants in other lines were closing down because of lack of fuel, no packer, so far as I am aware, was forced to even curtail his operations on this account. And I am also here to tell you that this was an emergency we almost had to handle with boxing gloves on more than one occasion. There were, for instance, railroads which refused to recognize that packers were entitled to get coal moved to them under the provision about users of fuel for refrigerating human foodstuffs.

I will not undertake to burden you with the many, many instances in which we were able to have coal moved to our members under the provisions of the priority order. The members we were able to help know all about it and I hope that those who did not have to call upon us realize that if it came to a pinch we were in a position to do our best to procure relief for them.

The railroad emergency has been with us for some time and it appears likely will be with us for some time more. Having taken the precaution to insure that priority of movement was provided for in the Interstate Commerce Commission's service priority orders for live stock, meats, and empty equipment in which to move both, we were able to sit down and draw about two long breaths and then our troubles began. I have in my office a folder several inches thick. It contains letters, telegrams, and memoranda of long distance telephone conversations. The communications are from members in all sections of the country. Each tells of a separate emergency and rolled all into one they collectively constitute an emergency of tremendous proportions.

Getting Emergency Action.

One member complained to us that a railroad running through a north central state virtually refused to move any live stock within that state to his plant; while at the same time it was moving trainloads of stock through the state. Within a day after we got the complaint and passed it along with a few oral observations to the very efficient Bureau of Service of the Interstate Commerce Commission, the road had mended its ways, which had they been persisted in would have caused

heavy losses to the member concerned, to say nothing of the producers in the state mentioned. The Interstate Commerce Commission went after the situation in ten minutes after we had made representations concerning it.

More recently we have been occupied continuously with efforts designed to speed up movement of empty refrigerators on the eastern railroads. As the result of several conferences daily during the past two or three weeks with officials of the Interstate Commerce Commission, the American Railway Association and the helpful officials of the Department of Agriculture, the eastern roads have had considerable pressure brought to bear upon them. In most cases the Commission has handled, by telegraph, the matter of speeding up movement of empty refrigerators both owned by packers and owned by railroads. But in some instances the situation was so acute that even long distance telephone was employed. Just before I left Washington I saw at the Commission a stack of telegrams from operating officials of various roads. Each one of them replying to urgent wires from the Commission contained assurance that everything possible was being done and that the empties would be moved regardless of whatever else, aside from coal, had to be held up for the moment.

We also have been extremely busy handling emergencies which have arisen in connection with livestock cars. First there has been a shortage of this equipment in one place and then in another, and each place where a shortage has occurred has believed that it was being discriminated against. The fact is that this shortage was created almost solely through lack of motive power.

During the recent strike of the railway shopmen there was a much greater shortage of motive power than most people realized. There simply was not a sufficient number of locomotives to move the cars. Since the strike ended more and more locomotives have been returned to service, but the congestion on the roads was so great that the shortage of cars and slowness of movement continued. Now it appears that conditions are improving a little. But there still is an extraordinary demand for various sorts of railway equipment, especially livestock and refrigerator cars. I think every traffic man will admit that a loading of 30,000 livestock cars a week is an extremely good figure; it is away above average. It may surprise some of you to know that during the last few weeks the loading has exceeded this figure several thousand cars and that the number of cars ordered was still greater by several thousand.

Take the week ending September 26, for instance. During that week an increase of 5,417 over the week previous was reported in the number of cars loaded with livestock, which totaled approximately 35,000 cars. This figure is almost 5,000 cars greater than the number loaded in the same week of 1921 and about two and half thousand greater than the same week of 1920. This increase, remember, has occurred while roads were congested as hardly ever before and when motive power was at very low tide.

During the week ending October 4 almost 37,000 cars were loaded with livestock in the United States, and it may interest you to know that above this number the railroads had unfilled requests for approximately eight and a half thousand more stock cars. Unfilled requests also called for about 5,000 refrigerator cars; about one and a half thousand more than the unfilled requests on September 15. This figure included refrigerator cars of all varieties and for the transportation of all sorts of products requiring refrigeration during transportation.

So much for recent emergencies.

Other Work at Washington.

Let me say a little something about some of the other work we are doing in the Washington office. You have, of course,

all received the pink bulletin we send out from time to time. We try to include in those bulletins any information which we think will be helpful to the membership in conducting its business or which will enable members individually to effect economies. If there are any suggestions as to how we may improve the bulletins we surely would like to have them.

That the information contained in these bulletins is taken advantage of by members is indicated by things which have happened. For instance: Some time ago we sent out a bulletin which listed tires and tubes approved by the Government. The Government is the largest purchaser in the world of tires and tests of all tires and tubes made in the United States was conducted by the Bureau of Standards in Washington at quite an expense.

The information contained in that bulletin was intended for the guidance of governmental purchasing agents. And I may say to you that it took about two days for us to dig up a copy for the benefit of the membership. Only last week I had a letter from a tire manufacturer in the middle west telling me that his tires of a certain size now were on the Government approved list and asking me if I would please advise our membership to

poster which will be printed in four colors and which it is hoped will be widely distributed throughout the United States. The poster advises consumers that for health and strength they should eat well balanced meals, including a variety of kinds and cuts of meat. In the center of it is an attractive color reproduction of a piece of beef.

The poster bears the signature of the United States Department of Agriculture and a little bit later on it probably will be possible for members to increase the circulation of this piece of material by purchasing copies at cost from the Government for distribution in their own local territories. By doing so they undoubtedly can help increase their own sales and at the same time boost the livestock and meat business generally.

The Department also has in contemplation, I am told, some more publicity material, and it is preparing a motion picture which is being designed for exhibition, not only in the United States but particularly abroad, where it is hoped to increase the consumption of American products and to eliminate the differential in some markets in favor of foreign meat products.

Informing Other Countries.

During the past year we have supplied tremendous quantities of information regarding the packing industry to the American and foreign governments generally, and have corrected many misunderstandings about the industry. It has become so now that anybody in Washington who wants to know anything whatever about the packing business calls on us to supply them with the information. The growing up of this practice by Government officials and others, I think, is reflected in no small degree in the utterances concerning the industry now made by government officials, in Congress and in other places.

With regard to the coming year: We have a number of things of importance to do. Some of them we hope will result in helping members eliminate some existing items of expense in their businesses. We'll tell you about these things from time to time in our bulletins and we hope you will pardon us if modesty restrains us from saying we did this or we helped do that. Who does things, to our mind, is really unimportant. What matters is that things are done.

And in the meanwhile, don't fail to remember that the Washington office of the Institute is not only the Washington office of the Institute, but that it is your own office as well and that we consider it an honor when you call upon us to help you individually in your business in any way we can.

CHAIRMAN WHITE: We have a little man in body in Washington, but he is a big man in service. It is the desire of the Institute, I am sure, that the members make use of their Washington office.

The next speaker I will introduce to you will speak to you on the subject of "Our Eastern Relations," and I surely take pleasure in introducing to you Mr. Pendleton Dudley of New York.

Our Eastern Relations

PENDLETON DUDLEY:

Mr. Chairman and Gentlemen: You who have followed somewhat closely the work of the Institute in the past half dozen years must be struck with the fact that very definite developments have been going on, first, the growth and perfection of the staff, the working organization of the Institute, and secondly, the extent to which co-operation is being lent by the packing industry itself.

Each year, if one is in touch with the situation, you can hardly fail but be aware of this very definite development which is going on. The Institute functions somewhat along these lines—and I will borrow a page from our vice-president's book, where he said that the co-operation of the members is largely responsible for the success of the Institute. The eastern



J. OGDEN ARMOUR
(Armour & Company, Chicago)
Chairman Finance Committee.

that effect. He indicated that inasmuch as his particular tire had not appeared on our previous list he had had extreme difficulty in selling to certain packers. The Government gave its approval and he was able to make sales.

Helping Member Packers.

In addition to gathering information which is contained in the bulletins, we have handled an increasingly large number of matters at the request and on behalf of individual members with such governmental agencies as the Packers' and Stockyards' Administration, the Bureau of Animal Industry, the Treasury Department, the Bureau of Agricultural Economics of the Department of Agriculture, the Interstate Commerce Commission, the Department of Commerce, the State Department, and so on down the line.

The Washington office also has devoted considerable time to co-operating with the Department of Agriculture with plans designed to increase the consumption of meat. Necessarily all departments of the Government being rather ponderous move a little slowly at times, but I think that the Department of Agriculture has been going along rather rapidly of late with the program it has mapped out for itself.

The first result of this program is a

office is largely engaged in making the best possible use of the material supplied by the staff, and winning as far as it can the co-operation of the industry and the members of the organizations.

When I refer to the eastern district, I refer to the district with the large cities of New York, Philadelphia, Baltimore, Boston—the coast section of New England—a very large section of the country as regards population, but geographically, of course, of less importance. I think it is fair to say that most of our industry, most of our membership, is closely concerned with the east, wherever the membership may be located, through the possible shipments of products to the eastern markets, or through the influence which the east exerts upon public opinion, which in turn reacts upon the packing industry.

East and Public Opinion.

The east exerts the large influence it does upon public opinion and public action in this country from the fact that the east, New York particularly, is the center for the great news press associations, the great publishing center, a great center where the output of writers is developed and distributed.

This, of course, has had at all times a profound effect upon any industry which to any extent is dependent upon the approbation of public opinion. I think that we might be interested in thinking of our relations largely in terms of consumptive development.

Not long since I asked the Merchants' Association of New York if they had facts and figures which would give me some idea of the elements of the population of New York City. I was surprised to find that in the immediate metropolitan district there are eight million people, that is, in the immediate district around New York City. If one takes in these large cities and the smaller cities of the industrial East, you have a very large population, and you have perhaps a third to a fourth of the consumption of meat products in the Eastern country.

Now, when you visualize the picture in these terms you may see the importance of the East to the packing industry and the opportunity offered the Eastern office of the Institute, and this has been an interesting thing, and it seems to me anyone doing business there ought to take into account the elements that enter into the population. For example, in New York City, less than half of the population is native white born. There are about thirty different nationalities represented in New York City, and a considerably greater number of races. There is probably no city in the world with such a conglomeration of peoples. Some of these nationalities have very large units there. For example, there are 400,000 Russians in New York City—500,000 Russian, in fact, about 400,000 Italians. There are large representations from Austria, Canada, Czechoslovakia, Denmark, Finland, France, Germany, Jugo-Slavia, Lithuania and so on.

New York Food Market.

Now, in addition to that peculiar variety of peoples, there are other figures that perhaps are interesting. For example, New York City has 1,500 hotels, with all that that may mean; about 7,000 restaurants.

I asked the Merchants' Association to make an estimate of the number of retail dealers in New York City and they said there were about 7,000, but I would be of the opinion from my experience with the Meat Council in New York, that that would be somewhat an under-estimate.

Each day there come into New York about 300,000 commuters, and at all times, in addition to the commuting element, you have about 200,000 visitors to the city.

New York is rather typical of the East, although one would never think of saying that New York was similar to Boston, Philadelphia or Baltimore, but in variety of people, the concentration of population, and the general industrial develop-

ments and status, New York is representative of conditions in the East.

You have there industrious people, people of high earning power, and in addition to the workers with good earning power, much above the average of the country at large, you have also people of considerable income; in other words, a very considerable part of the income tax is paid from that region. For that reason it is a wonderful market, anything can be sold. In addition to that it is a market for quality products. There is probably no such market in the world as that market, with the variety of people with their big earning power, with their interests there, and it would seem to challenge anyone who has a student's interest in merchandising to look at this market with those thoughts in mind, for it is a market with almost unlimited possibilities.

Lack Knowledge of Packing.

The fact about the New York situation which makes it of additional interest to the membership of the Institute is the fact that New York has very little knowledge of the meaning of the meat packing industry; in other words, New York and the East, the stretch along the seaboard, far away from the producing areas, with



PENDLETON DUDLEY
(New York, N. Y.)
Eastern Director of the Institute.

so great a need of meat production, people have very little knowledge as to this fundamental product, and very little knowledge of the problems concerned in this fundamental product, and you have thus a situation that is certainly interesting and fraught with all kinds of possibilities.

Now, in such a situation, the Eastern office finds itself with many opportunities for service, and it works in this way: It acts as a distributing outlet for headquarters at Chicago, reflecting its policies and representing the Institute in person in the East; and in addition to this it has developed this localized material, news material and what-not to meet local and regional needs, and I have indicated to you that in the Eastern section they are local.

It co-operates on the ground with the Eastern membership. I doubt whether many of you appreciate the extent of the membership to the East. In the list sent me recently from the vice president's office, it is indicated that some 75 of a total membership of 240 at that time could be classified as Eastern members, membership beyond Pittsburgh. That was a surprise to me, I was hardly aware of the extent of our membership.

Work of Eastern Office.

In addition to co-operating with them—and I think the interest which the East holds in the Institute and shares in it, may be indicated by the attendance from Baltimore. The attendance from Baltimore, so far as I can see, is pretty close to 100 per cent, something that has hardly ever occurred in the history of our meetings.

In addition to co-operating with our local membership as well as we can, we are attempting to meet official bodies, to work with health departments, to attend local conferences, co-operate with committees, and the various things that develop with organizations in the East. Of course, the activities of the Eastern office I am giving without reference to its participation in the Meat Council's activity. The story of the Meat Council, of its growth and its operation, have been referred to by other members, and will be referred to again in the course of the morning.

Meat councils are now in operation or have been formed in the larger Eastern cities. In some places they are stronger than in others, but through those Meat Councils I think a very effective direct consumers' contact is developed. As the meat councils continue to function, you gentlemen will clearly see the value of this form of activity, of this phase of the industry.

In my opinion, the eastern office can well afford to devote a very considerable part of its time to strengthening these organizations, assisting in their work, assisting in extending their influence among retailers generally.

As an indication of the interest of the retailers in our own problems, you gentlemen doubtless have heard of the delegation from the New York Meat Council, which made a trip to Chicago on its own accord to meet the packers personally and present some questions that had arisen in the relations between the packer and the wholesaler. An intense interest is felt by the retailers in this proposition.

Eastern Packer and Retailer.

I think I might attempt to answer briefly what is the status of our relation in the east at the present time. I think it is very greatly improved, compared with the relationship existing in previous years. Possibly this has been due to the fact that the public has diverted its attention from the packing industry to other industries and their profits; but a great deal of the situation, a great deal of the improvement has been clearly due to the activity of the industry to protect itself, to interest the public and inform the public of the packing industry.

I think a very good indication of the state of our public relations—our relations, I mean—is indicated by the outcome of the ham campaign in the east; the results of that were definitely beneficial, that the results could clearly be set down, and that in every respect it was successful. All of the organizations co-operated well in the matter, interested themselves, held meetings, and got behind the meat retailers who, when the story was brought to them, aroused themselves, marked down prices, and did all that they could be expected to do on short notice.

I think particularly encouraging was the response of the public. There have been times when a statement such as was made by the packers at the time of starting the ham campaign, would have been questioned; but we were helped by the very cordial spirit of the retailers, and by the public, who in a general way took our statements at face value, looked into the matter and interested themselves, with the result that an enormous amount of product was moved.

I might also refer to the fact that the extent to which statements were carried in the newspapers. This is a very good

indication of the present state of the public relations of our industry. It is a practical test, and after all such a test is one that is most satisfactory.

The average man, I would say, in the east, feels differently to the industry today, than he ever did before. We would like to have a greater spirit of co-operation, but we have progressed considerably in that direction, and it would seem, too, that we have reached acceptance and toleration, which is a decidedly higher plane in our relations.

Co-operation in Publicity.

I have had an opportunity to look over various cooperative efforts that are now under way in the east, and I find some 75 industries are endeavoring to interest and inform the public in regard to their profits. We looked into the figures of about thirty of them, and we found that thirty industries at the present time were carrying on active propaganda in and about the east, and were spending about ten million dollars in the east. We are in the game, the stakes are not small, our competitors are playing it as strongly as we are, and I think it is fair to say that the meat packing industry, so far as my knowledge of the situation leads me to see, is perhaps doing work as good as is being done, perhaps better.

I think it is fair to say that the meat-packing industry is setting a very fast pace, and probably carrying the work on in a more intelligent way, a more thorough-going way than industries doing the same class of work.

My story would be incomplete unless I acknowledged the very cordial operation in the eastern office, not only by all the membership, but by the industry generally and by the retailers. The eastern office could hardly function without this help that it has received from western headquarters. The Washington office, of course, has been absolutely and fundamentally an essential to this help, as you men who have called upon the Washington branch know there has never been any lack.

I think we have maintained the work fairly well. I think that we could have a New York organization very much larger than we have now in existence and still get results. There is always that temptation, but we realize we must be careful of our expenditures.

We are glad to have you call upon us at any time, to put before us any problems that you feel we can be of some assistance in solving. We are glad to do all that we can. We will try to give you the quickest possible response in handling whatever you bring before us, in just as intelligent a way as is in our power.

I thank you. (Applause.)

CHAIRMAN WHITE: If Mr. Dudley had a territory as large as some other sections of these United States, and could do what he has done in this little section, we would soon be in wonderful shape.

The next speaker, Mr. John T. Russell, Chairman of the Legislative Committee of the United Master Butchers' Association of America, I now have the pleasure to introduce to you. (Applause.)

Meat Councils

MR. JOHN T. RUSSELL: Mr. President and the Gentlemen of the Seventeenth Annual Convention of the Institute of American Meat Packers:

I can assure you that I appreciate the privilege of speaking to you today. It happens to be my lot on this occasion to be in a dual position, representing the National Association of Meat Councils as its President, and the National Association of the United Master Butchers of America, as the Chairman of the Legislative Committee.

The first meat council was organized less than two years ago. Since then there has been fifteen more added to the list, so that we now have meat councils in

almost all of the representative cities from the Atlantic to the Pacific, and from St. Paul, Minn., to Fort Worth, Tex. This has been the means of bringing together all of these interests representing the livestock and meat industry of our country, each realizing that co-operative efforts as a whole would stimulate and sustain the prosperity of the largest industry of our nation.

If any disaster should befall the proper distribution of meat foods and their by-products, its effect would immediately be felt in the rural districts, for without a proper channel to dispose of the grain and forage of the farm or ranch through the feeding of live stock serious financial losses would result. The allied interests would also be affected, as would railroads, stock yards, commission men, packers, wholesalers and retailers, their employees and the consumers. In short, it would be hard to enumerate the harmful effects to the commerce of the nation.

Origin of Meat Councils.

The decrease per capita in the consumption of meat is a great factor which will have to receive serious consideration. It is absolutely necessary to have a successful livestock industry, and also essential that the meat industry in general in



JOHN T. RUSSELL
(Chicago, Ill.)

Chairman National Association of Meat Councils.

its conversion and sale of meat products be successful. To this end the consuming public should be educated in the purchase of nutritious cuts of meats, to diversify their diet, and in successful buying. That was why the master mechanic was employed to build a machine that would bring together in a spirit of harmony the varied interests in this vast business. The result was that the producers, the packers, the retailers and the consumers were organized, and the Meat Council was born.

The U. S. Department of Agriculture, through its officers, rendered very able and valuable assistance in bringing about this result.

Meat councils are not "grievance committees." It is true that if there is any fault to find through any of the channels of the trade, the meat council is the logical place for action, and in all the cases, which I am very happy to say have been very few, satisfactory results to all the parties in interest have been obtained. Before the existence of the meat councils fancied grievances and some true accusations against the different elements in the industry were made. They existed simply because there was no place to go for satisfaction.

But now it is different. At the meat

council meetings there sit in council the representatives of the consumer, the packer, the producer and the retailer, and if anything is not right it is made right. Our acquaintance through these meetings has engendered a confidence and friendship that is essential to business success. We believe in suggestiveness and the "ironing out" of policies that will be a benefit to the industry as a whole. No one factor can do it all. It has been tried, but with ruinous results. Each one of us are a "cog in the wheel," and we know by experience that if that "cog is kept polished and shining" practical results will be accomplished. It will promote and encourage better merchandising methods, with a view to effect savings that will be passed on to the consumer in better service and lower prices.

What Meat Councils Have Done.

Through the assistance of the Institute of American Meat Packers' Association, the Department of Agriculture and the Northwestern University, a system of accounting for retail meat dealers has been started which will be of material benefit to the retail trade. A colored poster and streamer for window display, with recipe cards of how to cook and serve the advertised product, has been established. Posters and streamers are to be issued every two weeks to retail meat markets. Usually these posters and streamers advertise slow selling products.

The solution of this problem is very important to the retailer for he knows that slow selling cuts increase waste or loss and thus hold down net profits. It also benefits the packer in helping him to balance up the carcass, so that extreme prices will not be charged for some cuts, while other cuts have to be sold at sacrifice prices.

There is no medium in retailing more effective as a selling force than window display. It is an acknowledged proven force for getting business. The meat councils will help the retailer to persuade his patrons to equalize their demand for the various slow selling cuts.

Various campaigns have been successfully inaugurated to dispose of the surplus products. The "Sausage Campaign" was a wonderful success. A great many cities put it over after Chicago took the lead. Three times the "Chuck, Pot Roast and Plate Campaign" was a success. At the present time the "Ham Campaign" is going on. This is the fourth week all over the United States. Buy a whole or half ham, buy ham butts and shanks. Fry ham, boil ham, or broil ham, are the slogans. The posters talk and do the selling.

The standard and persistent slogan of the sixteen meat councils is "Eat More Meat." This is backed up by leaflets, pamphlets, booklets and the persuasive talk of retailers and the men behind the counter.

The consumer does not know meat conditions. He does not know why there are erratic price changes and at times scarcity of meats. He does not take into account climatic conditions and change of seasons, which makes a shortage or a surplus of livestock, or a shortage or surplus of certain cuts, as the case may be. He does not understand why the production of a meat animal should cost more one year than it does another. He does not take into account the fact that feed is scarce one season and plentiful the next, or the difference in price between corn fed or grass fed stock.

All this needs intelligent explanation. That is some of the work the meat council is doing now. With the assistance of the Institute of American Meat Packers, the Livestock and Meat Board Association, which is composed of all the producers' associations, and the United Master Butchers' Association of America, the proper propaganda will be spread.

The consumer is entitled to all this in-

formation, and it must be given to him in an intelligent and truthful manner. Facts of this nature shall be given to the public as often as possible, and the result must necessarily follow that it will be much more satisfactory to trade with people when they understand real conditions. I believe that topics of this character should be discussed in our daily papers, schools and universities.

Qualifications of Retailers.

He must be a good salesman, and a good buyer, as well as a judge of human nature, the quality of meats, cutting of meats, sanitations, ventilation, credits, finance and business volume. He must be a good mechanic in his particular line, and must be quick in mental and business action, as he is dealing in a perishable product, necessitating a turnover two or three times a week. He must have a nature that will stand all sorts of criticism without showing any signs of anger. It is his duty to help build up communities in our cities. Good homes, churches and schools must be provided for, and stores must be occupied by clean, reliable business men, and managed so that the confidence of the people will be maintained. He should never be displaced in his community, as the neighborhood necessarily depends upon his judgment to procure for them a certain kind of meat that will suit their taste and their pocketbook. It would be harmful to the meat industry as a whole to change existing customs in some localities.

The general functions of the packer and the retailer are similar. The packer does business on a large scale, either by carcass or cuts, while the retailer sells by pounds and ounces to the consumer, and is compelled to stand the brunt if the goods do not give satisfaction on the table.

"Supply and demand" is not always the best policy to determine values. We know that it is the regulator of prices, but caution should be used in the administration of enforcing the change in price. A sudden or persistent raise of any particular commodity sometimes stultifies the sale beyond recovery.

All progress in civilization is due to the degree to which men have discovered how to co-operate. How much more pleasure and profit there is in working together than in contention and confusion! We are achieving this very rapidly, and especially so since the organization of Meat Councils, which is bringing about co-operation, loyalty and team work.

CHAIRMAN WHITE: The members of the Institute are always glad to hear Mr. Russell talk, I am sure.

The next speaker on the program is a man you all know and know well. He has been in this industry for a long while, although he is yet a very young man. I think I raised him up a little bit in this industry myself. The subject assigned to him is: "Current Transportation Problems," and I take pleasure in introducing to you Mr. Charles E. Herrick. (Applause.)

Current Transportation Problems

MR. CHARLES E. HERRICK: Mr. Chairman and gentlemen of the convention:

I suppose annual reports are necessary evils of such an organization as this, and the Traffic Committee have prepared and presented to the Executive Committee an annual report of their activities and their endeavors during the year just closing. I am not going to inflict that on you by reading it to you, because you will have a chance to see it in print. I do, however, want to say just a word or two very briefly in addition to what that report contains.

The traffic problems of the industry, it

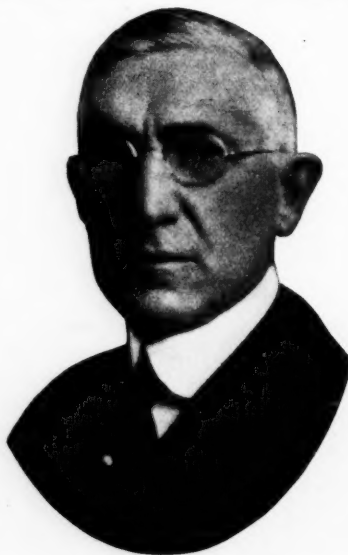
seems to me, are about as vital as any with which we come in contact. Conditions as you know, during the past year, have not been altogether to our liking, especially during the closing months of the year. We have had difficulty on account of the railroad strike to contend with, and it has been a pleasure to the Committee to see the increasing use which you are making of your Committee.

We have tried so far as possible to solve some larger problems for you in securing necessary equipment to be delivered to your plants, and more particularly perhaps in endeavoring to secure more rapid movement of refrigerator cars.

The present situation as regards refrigerator equipment is most acute. While I do not want to sound any note of pessimism, I cannot refrain from saying that I fear that it will become worse instead of better in the next few weeks. Movements of fruits and vegetables well under way now will be of course continued for some weeks yet, and with the arrival of the first frost, no doubt much of the stuff now moving in box cars will have to be diverted to refrigerator equipment.

Moving Refrigerator Cars.

It has been our endeavor in working with



GEORGE A. HORMEL
(George A. Hormel & Company, Austin, Minn.)
Director of the Institute.

the Service Bureau of the Interstate Commerce Commission, to secure for the industry just as far as is possible an adequate supply of refrigerator equipment. We have insisted all along, however, that we secure our prorata share; and while that perhaps has not been done adequate to your needs, it is the best that could be done under the circumstances.

We have, so far, at least, been able to show them a clean sheet as regards the loading and unloading of this refrigerator equipment, and that is vitally necessary if we are to continue to get the consideration which we have had from that Bureau. So let me impress upon all of you the necessity of loading and unloading refrigerator equipment with the utmost dispatch. Also loading it to the safest maximum carrying capacity, in order to conserve as much as possible the very scant supply of that kind of equipment.

We have had complaints like this sent to us, that such and such a carrier had issued instructions that no stock cars were to be used for handling live stock until the cabbage crop was taken care of. Through our Washington representative, those facts have been laid before the Commission. A more recent case is where an eastern line had issued instructions to move two solid trains of empty refrigerators for the fruit industry. We at once

claimed that we were then entitled to the movement of solid trains of empty refrigerator equipment. Those are just two of the many instances that come up in the course of the year's work for the Traffic Committee.

Modify Hague Rules.

I am sure some of you would not think that I had said anything on the traffic problem, if I did not refer to the ocean transportation problem, as well as inland, perhaps more especially The Hague Rules of 1921.

These Rules were formulated at a Conference at The Hague in 1921, at which no American shipper was present. His advice was not asked, and these rules so formulated were handed to him as a ready-made garment, which he was expected at once to put on. Your Traffic Committee considered those rules and did not find them sufficient to provide the necessary protection, especially to shippers of perishable products. It therefore seemed wise to oppose, so far as was possible, the adoption of those rules by the American shippers.

We were the first to call attention to many faults which we found in them, and to issue in printed form a public criticism of that code. We co-operated with a number of organizations in Great Britain, who were likewise opposed to the adoption of the Code. Briefly, our reasons for opposing that adoption were that first of all, and fundamentally, it required the practical repeal of what we know as the Harter Act, which has been on our statute books since 1893, leaving us therefore without the protection of a fundamental law of the country, but intrusting, instead, our interests to this code of rules adopted by the carriers and shippers, with not a mandatory feature in them,—that is to say, when they should become operative, how long they should continue in operation, when they should cease, without a mandatory feature enforcing uniform treatment of all shippers.

In other words, there was nothing about the rules that would prevent a carrier from giving the benefit of them to one shipper and denying it to another.

There were many such faults in them as we came together to study them, and happily the opposition begun here, and continued throughout this country and abroad, resulted in a conference in London last summer, at which some revisions were made.

To Consider Rules Further.

Recently the King of Belgium has called an international Conference to meet at Brussels late in this month, to consider further this question of The Hague Rules.

The Traffic Committee was represented at a Conference in Washington week before last, at which the two delegates named by the United States Government to that international Conference were given the ideas of the shippers, our ideas as to what protection was necessary, what changes should be sought, and especially the protection necessary to shippers of perishable freight.

We feel that we have done all that we can at this time, and must await now the result of this international conference at Brussels. We also called the attention of the Department of State to the fact that in creating this delegation they had chosen professional men, and that delegation did not contain the name of a single American shipper. This is unfortunate.

I am not criticising, and do not wish to be considered as criticising the two men who are to act, or their motives, but unfortunately they are both lawyers. They do not know the problems that come to the shipper, the thousand and one things that he meets with in his daily work. They only know the problems that result in lawsuits, and it seems to us that the Government should have included in that delegation an American shipper.

However, the time was short, the appointments had already been made, and we received a communication from the Department of State that they did not see their way clear at this time to increase the delegation already created. We, however, are reserving our rights to criticize that document when it is presented to us—not that we should criticize it because we have criticized the old rules, but we certainly should feel free to criticize it if it does not give us the protection and the relief that we want.

I am sure I express the mind of every member of the Traffic Committee in this past year in asking you gentlemen to put before that Committee your traffic problems. Let us work on them. We should be glad to help you if we can, and if we cannot, we can at least point out to you what we have tried to do, and the reason why we have failed.

I thank you. (Applause.)

CHAIRMAN WHITE: The next speaker on the program, fortunately or unfortunately, is a lawyer,—but in this case I think it is rather fortunate, because he is going to discuss a matter that we have all been thinking about lawyers, ever since the Act was passed. We were informed last night that we had not had any difficulty during the past year which would require us to secure lawyers, and I hope the speaker who will now address you will perhaps give us some information on the point of what might happen if a man goes too far.

I take great pleasure in introducing to you Mr. Thomas Creigh, Chairman of the Legal Committee of the Institute, whose subject is "The Application of the Packers and Stockyards Act." (Applause.)

Application of the Packer and Stockyards Act

MR. THOMAS CREIGH: Mr. chairman and gentlemen of the convention:

It seems to me, as I have attended most of these conferences, that nearly every speaker who comes along here has taken a shot at the secretary of the association, criticizing perhaps the form or the general subject of the topic assigned to that speaker.

As I recall it one of the sharpest of those comments was made by our friend, Oscar Mayer. I felt that he had a very remarkably good topic at that time, "Startling Facts About Your Delivery Costs." The time he addressed you was I think the day after the baseball game down in New York where I think the manager of the Yankees probably would have had a great deal to say about the high cost of delivery with pitchers who really failed to deliver the goods there, and I thought Oscar could have made quite a point about delivery from that angle.

Likewise, he went a little bit further in my esteem when it came to another item—to the delivery—in voicing the very beautiful sentiments that he expressed, which all of us concurred in last night, in delivering the goods in a proper way.

Comparing the subject which he had with mine, "The Application of the Packers and Stockyards Act," I think he had a great many things that were of far more importance to you than anything that would resemble a legal discussion could be in the topic that has been assigned to me; and I feel, too, that you probably do not need a legal discussion of this proposition.

Mr. Herrick announced that he was not a lawyer, and he thought it was rather unfortunate that certain committees were comprised of lawyers, and following that, I surely would not want to enter into any discussion of a law point here, even if I had intended to, which I had not.

Packers and Retailing.

I want to make just a couple of little rambling remarks, more on general subjects than on the proposition of the law. It seemed to me a very interesting index might be given as to the public esteem

or the general opinion of the public, of the principles of the packing industry by the fact that during the week in one of the columns of Arthur Brisbane, he carried a paragraph something like this:

"Meat has gone back to prices of 1914—at wholesale. Packers sell it as cheaply now as they sold it then."

Just imagine a Brisbane article a few years ago carrying anything like that!

"But you are not buying it as cheaply. Your profoundly wise Government, 'regulating the packers,' forbid those gentlemen ever to sell anything at retail."

Of course, he departed somewhat from accuracy in that, because no doubt the item he had in mind was what is called the "Packers' Consent Decree," which involved the five larger houses. In that, of course, they were prevented from owning retail shops; but as regards all the rest of the competition, certainly there is no prohibition about it.

"In other words, the Government decided that the public must not get the benefit of low prices that might come from retailing organized on a great and economical scale."



THOMAS CREIGH
(Cudahy Packing Company, Chicago)
Chairman Legal Committee.

Change in Public Opinion.

Now, we have had two speakers this morning comment upon this change in public opinion with respect to the packing industry, from one perhaps of fear, aversion and general criticism, to the one of toleration. I think that is true. But the thing about this article that should impress every member here, is the fact that as it appears here, the facts are yet not fully covered, fully printed; are not yet thoroughly understood, and that there is an undeveloped field to tell of the excellent work of this Institute and the other organizations.

I include in this the new organization of the Packers and Stockyards Administration in Washington, and as the public is brought to understand this; as we are brought to improving conditions, and developing still more into twentieth century methods, on the basis of taking things at face value, not making them political propaganda; not seeking to try to make a record out of them, but to treat them just as they are, those great industrial, economic, patriotic things must be understood, and where everyone's interest is absolutely at stake; where co-operation and sympathy between all units is absolutely essential; where unless all units are operating on a profitable basis, upon

one of efficiency, the whole consuming public is deeply affected to its prejudice.

As I stand here at this time I am highly pleased to see in the audience Mr. Morrill and Mr. Brand, of this new administration. Of course, I cannot help but recall that there were some hearings held in Chicago in the days of the long past. I do not want to recount our difficulties at that time, but I am sure that they feel, and I know we of the industry do, that times have turned, and that the inevitable approach of the final working out will be on this fundamental basis of economic principles and a sympathetic understanding, not only of what ought to be, but what is, what is right here now.

Pleased at Morrill Statement.

I think we were all gratified with the statement of Mr. Morrill last evening, as to the work of the year in which that administration has been organized and been operating, the desire on their part to work out this thing in a sympathetic, ideal way, and of finding people willing to get together, and recognizing that after all many of these difficulties of the past were perhaps not so much in the brains of the men at the head of the industry, or of their employees, as they were fundamental difficulties within the industry itself, dealing with a perishable product up against the hazard of weather, the hazard of uncertainty, the financial condition of the world, the fluctuating circumstances of appetite and of life.

I thought last evening as I listened to Mr. Gillilan's wonderful talk, that perhaps I could fancy with Mr. Morrill perhaps the circumstance of the parishioner of the clergyman, who, you remember, had fallen from grace. If someone were writing to me, wanting to know something about the character of this packing industry, I could write him a letter and say that you will find these men here, if you meet them face to face you will appreciate them as men of big vision, great heart, sincerity of purpose, absolute patriotism, a desire to do things in the proper way. Efficiency is their middle name, I would have said—but when it came to the P. S. I could not have resisted adding a P. S.: "But if treated unjustly, they are a bear." We do not feel that they are going to be treated unjustly in this proposition at all.

We want to get together. We want to work things out in this way. And again, to revert to a little clipping that I have seen during the week, which will throw a side-light on some of our problems, let me read you a little bit of a clipping that I took out, apropos of another event that has taken place here in Chicago this week—the dedication of the monument to Eugene Field, contributed by the small gifts of the thousands of his admirers. This is the heading:

"He Loved Much."

"Sometimes we wonder if a rare spirit has not temporarily departed from our literature—the spirit of friendliness. The brightest lights in our constellations at present seem to throw an almost exclusively critical gleam.

"Love and hope and sympathy and sentiment undisguised are apparently out of date. They gather dust on the top shelves of the past."

I am sure in each of our hearts that the ideas are not those of criticism, but are reflected back into faces where they recognize that friendliness and faith and hope, are essential yet.

Cooperate to Carry Out Act.

And so I think the need of this whole situation at the present time, and of the enforcement of this new law, is to emphasize this friendliness and good faith. That does not mean that we want to make such good friends of these members of the government, whom we work with, just as citizens who are doing their part, expecting to put something over upon them. Not at all. But we all here, I am sure, recognize more and more that fundamentally back of this business or any other is the real spirit

that accomplishes things,—that of the American citizen with his ideals. He does not want to be told how to do things. He is perfectly willing to work with anyone who helps him to do things better.

Now, I do not know what you may expect at this time, really,—to come back to my topic, on this proposition of the application of the law. The spirit of this thing after all is the real application; the spirit of the Administration, the spirit of the packers, the spirit of this Institute, the spirit of the livestock producers. Those are the things that will make the real application, and will accomplish real results.

Putting it into terms of controversy, hearings, bitterness, politics, trying to get the advantage, one side or the other,—nothing good can come out of.

As regards the Administration itself, of course, it has had a short period in which to develop its personnel. Like the packing industry itself, probably the things that it does best are the things that are not known very much about, because things that go wrong are the things that attract attention. When we see anything wrong, we make the enormous mistake usually of saying: "Well, that is a small thing gone wrong, but it is typical of everything."

As a matter of fact it is not, it is just to the contrary.

Packer Administration Aids.

I understand that the Administration has been of very large helpfulness, for example, with the Interstate Commerce Commission in these times of car stringency, pointing out to the Commission our needs from a governmental standpoint; also emphasizing some cases commented upon by Mr. Herrick,—the urgency of getting cars through and cutting out the slow movement, and working it out that way. That is a fine thing, that is an accomplishment, and there are many things similar to that that they are working to improve conditions. I am very glad to have had these reports here, for they show that we are accomplishing great good. (Applause.)

CHAIRMAN WHITE: The next speaker is an able member of the Association, well acquainted with its affairs, who has been one of our leaders for many years. He is going to address you on the subject of "Business Abroad", and I take great pleasure in presenting to you Mr. Sam T. Nash. (Applause.)

Business Abroad

MR. S. T. NASH: In the few minutes which I have to review the export business, it seems proper to consider separately business conditions on the continent and in the United Kingdom. At a recent banquet in New York Mr. Reginald McKenna, exchancellor of the British exchequer very forcefully put the situation in Europe before the American people. He stated that in his belief the external debts of almost all the countries of continental Europe were impossible of settlement, that Germany must not be pressed too far and that the reparation demands should be modified considerably. Naturally, such conditions existing on the continent have made the maintenance of trade very difficult. In spite, however, of these conditions, we have had a very fair volume of business, especially in lard.

At present the stocks on hand on the continent seem to be within small compass and there undoubtedly does exist a demand for our products. There remains, however, the problem of their inability to pay.

Our trade with Great Britain during the past twelve months has not been satisfactory, either as to volume or as to prices. Until a month or so ago, stocks on hand were always more than the demand, and American bacon has sold in England practically all this year for less than the cost of production. In the early months of the year there was a keen demand for hams, resulting in a considerable advance in price, but the cold, wet summer brought

about a greatly reduced consumption and corresponding reduction in prices, with a resulting reaction on this side.

The present situation seems more satisfactory in England, inasmuch as stocks on hand are in reasonable compass, and England should make a complete clearance of all stocks this fall, for the first time since war conditions interfered with normal business.

There have recently been some reductions in rates of freight to United Kingdom ports, and these are now getting nearer to a reasonable level with the exception of rates on frozen space which still remain too high.

Future Trade Uncertain.

On the British market American hog products continue to suffer from the results of British government trading during and immediately following the war which caused American goods to take a secondary place due to their marketing our goods for a long period in a stale or semi-stale condition. This caused a prejudice against American bacon over there which still remains to be overcome.

The outlook for our export trade seems very uncertain both with regard to volume and to prices. The political situation over



S. T. NASH

(Cleveland Provision Company, Cleveland, O.)
Chairman Committee on Foreign Relations and Trade.

there seems to leave many problems still unsolved. It is to be hoped that there will be a revival of business in Great Britain, but it seems very doubtful under present circumstances as to whether England will be more than a very moderate customer. England has not made the recovery in business that we have, and while considerable progress has been made they are only slowly recovering at the best. On the continent of Europe trade is likely to be seriously affected by the fluctuation in exchange and the many other conditions to be found there.

Summing up the future of our foreign trade does not seem to me to be at all bullish.

CHAIRMAN SMITH: I am sure it will be a disappointment to the members here this morning that Mr. J. Ogden Armour has found it impossible to attend and make the address that he was scheduled to make. You will recall receiving very recently a letter from one of our active members, a man whom you all know, and the caption of this letter was "Dead Reckoning."

Mr. Oscar Mayer, the author, is present. He has received some very interesting replies to this letter, and I am sure you will be interested in a few words from Mr. Mayer at this time, dealing with the re-

plies and comments that he has received on this letter. I will be very glad to present to you Mr. Mayer, who will talk to you just a minute. (Applause.)

Dead Reckoning

MR. OSCAR MAYER: Gentlemen of the Convention: About a week ago I sent to about a hundred of my packer friends a short article which I entitled "Dead Reckoning," and which contained the plea that packers desist from the ruinous practice of see-sawing inventory values in cellar and freezer stocks with every caprice of the market. I urged in place of this time-honored practice the method prevalent in practically every other business, or pricing stocks at acquired cost or market, whichever is lower, and maintaining those prices in spite of rises in the market.

I advocated classifying the various products according to the period of acquisition, that is, at the same value at which they are credited to the current cut of hogs, setting the average market for that period upon each class, and maintaining those values in the inventory until the product was sold. If the market should drop, only those periods conveying higher inventory costs than the new market value would have to be reduced. If then the market should rise again, each class would be raised until the original cost was again reached.

In order to avoid the possibility of misunderstanding, I wish to emphasize that the provision department would sell or transfer all its products, of course, strictly at the market, striving to obtain the last penny out of them. There is absolutely no thought of allowing inventory cost values to interfere with selling or transfer prices. The inventory prices apply to product which remains unsold. When a product is sold or transferred, it enters market channels and must be handled at market value. There is absolutely no intention in my plan to interfere with this.

Replacement Cost Theory.

The interesting reaction which I have had is the comment received in connection with the replacement cost theory which I mention in that paper, that is a very pretty theory which amused me very much, and I find that it is thought a great deal of by a great many packers. The theory simply is that a packer should be content on a day, we will say, when he is selling his goods at a low price if he can replace the products on that same day on the basis on which he is selling his products.

Now, the point about the replacement cost theory is that it brings together two entirely separate transactions. It always reminds me of the elephants in the circus that come out holding each other by the tail,—they are very much more apparently than really connected.

The same thing applies to the idea prevalent in the packing business that a poor ham sale can be made up by another ham purchase, which in turn will be low, and which will probably result in another poor ham sale finally.

The plan of keeping inventory values down to cost is meant as a regulator in the buying end of the business. If fictitious profits, due to raising inventory values, are no longer provided, the packer, big and small alike, must be very much more careful about what happens to the hog account. Even large packers, whose business is strictly departmentalized, and who know what their hog operations are netting them, are unconsciously influenced by the inventory showing made in cellar and freezer. As a friend of mine once said, \$100,000 is a lot of money, even if you don't make it.

The fact remains that during the past four years our profits during the course of the packing year have been made up largely of paper rises in cellar and freezer stocks, and it has been almost an infallible rule that it was impossible for us to cash in on these inventory rises. The inevitable seasonal drop, coming earlier with

each succeeding year, finds us with huge stocks on hand on which enormous inventory losses have had to be taken. Meanwhile, millions of hogs had been cut out on the theory that it was possible to liquidate our stocks at high values.

Packing on Manufacturing Base.

I have received many responses to my letter from my friends and colleagues. The universal opinion among packers today is that our business must be put on a manufacturing basis—in other words, that hogs must be cut from day to day at a profit. That seems to be a point upon which there is absolute agreement. I must agree most emphatically that this should be the case. The question is how can this devoutly wished consummation be brought about?

The most powerful influence that can be brought to bear in that direction would be that of keeping inventories on a cost or market basis, whichever is lower, so as to prevent them dragging us into Elysian dreams, from which we later awake in a state of profound dejection.

During the past year our hog account has shown bright red month after month—the block was absolutely set in this department against further operations—but close by gleamed a cajoling green light in the form of paper profits, based on 25-cent hams residing in the cellar—the packer seeing the green light ran right past the red block into a head-on collision with huge losses. I am for dousing the green light.

If inventories had been kept on a sane basis, hog buying would also have been kept on a sane basis. The only sane basis for an inventory is cost or market, which ever is lower. We never, as Jay Hormel says, succeed in liquidating at the peak of the market.

Much is said about the woeful fact that there is too much competition in our industry, that we are over-packed, housed, and over-branded. I do not doubt the essential truth of those conditions, yet they are not dissimilar to conditions which the war has left in practically every other industry. These other industries are getting along very nicely, whereas the packing business is not—the difference lying entirely in the fact that other industries respect their costs, whereas we disregard them. Thus we have no point at which our system tells us absolutely that we must halt.

Competition should be the least of our worries if that competition were based on costs. There can be just as deadly competition between two competitors as between forty. The trouble with us is that we do not think in terms of cost and profits—we think only of volume, and it is pretty hard to get anywhere when the fundamentals of business are not regarded.

The one thing that I am anxious to impress upon you all is that these hogs must be bought on a manufacturing basis, that is, at a current profit. The best way of bringing about and maintaining this condition is for us to keep our inventories on a cost basis. (Applause.)

CHAIRMAN WHITE: I think the speakers themselves arranged the schedule this morning. We haven't any opportunity to say anything about any of these papers. They fixed it so that it is all one-sided, and we haven't any come-back. They finish, and in one minute we have to introduce our next speaker.

The next speaker is a man whom we all know is interested in the success of this work, and he has been selected by a very major organization to undertake to bring back the animal meat consumption of the country; in other words, to increase your business and give you a better opening for your product.

His subject is "Co-operation in a Common Cause," which will be presented to you by Mr. Howard Leonard, President of the National Livestock and Meat Board. Mr. Howard Leonard. (Applause.)

MR. J. C. GOOD: Mr. Chairman, be-

fore the speaker starts, I wish to present a resolution, with your permission.

CHAIRMAN WHITE: The resolution will be referred to the Resolutions Committee. Will you postpone the reading of it until after this speech is made?

MR. GOOD: Yes.

Co-operation in a Common Cause

MR. HOWARD LEONARD: Mr. Chairman and gentlemen:

Someone has said that normalcy is back, but look how she has changed. I think that somewhat expresses the condition the market is in at the present time, whether it is in agriculture, or in packing or in any other line.

A good many of the troubles we have at the present time come from a lack of understanding of the other fellow, from a lack of information in regard to the other man's business. Many times that condition is fostered deliberately by individuals or groups for selfish purposes. Other times it comes about unconsciously, and in either event the public or the community which is in the position of the innocent bystander, suffer.

I think it has been your experience and mine that the livestock industry the last

sixth of the consumption of meat in 1921, you can recognize that we have a serious problem before the livestock interests of this country.

In the establishment of the National Livestock and Meat Board, we believed that there was a common ground upon which all agencies interested in the livestock industry might co-operate. There may be times when our interests are apparently at variance between the producer and the manufacturer, we will say, but I cannot conceive how any man can find any fault with an agency that is attempting to promote the consumption of meat, which in turn will benefit the packer, the commission man, the retailer and finally the producer of the raw material.

Of course, you understand that in any plan the question of finance is one of the prime questions. The plan provides for the collection of ten cents per car on all livestock—five cents to be contributed by the producer and five cents per car by the purchaser or spotter. The commission man, who is the distributing agent of the raw material to the manufacturer, the agency through which this fee is to be collected.

General Endorsement of Board.

We have had the endorsement of the plan by practically all of the national livestock associations, by different producers' organizations. It was endorsed by the National Convention of Commission men in Kansas City, and we have had financial response from all sources for that work. The United States Department of Agriculture is very anxious that the National Livestock and Meat Board may be continued and its work made more effective, so that the department may have an agency through which it can submit facts relative to the livestock industry to the different interests.

I had a letter from Mr. Brand last Monday asking for a consultation to take up some plan that might be put into effect through the National Livestock and Meat Board.

It perhaps is too much to say to you men that the success of the plan is complete, but I think that we have made enough progress, have received enough encouragement from all agencies that are interested in the proposition to say that its success is assured.

It is unfortunate that one or two of the collecting agencies have refused co-operation up to the present time, but many of the markets are making collections, and we hope that in the very near future the larger markets will see fit to co-operate and come along.

In speaking to you who understand this question, I believe there is a great good, and I want to congratulate the Institute for the hearty support that your officers have given to this movement.

In closing I simply want to ask that your co-operation be continued in this work which is of mutual interest to all of you. Thank you. (Applause.)

CHAIRMAN WHITE: If there is no objection, we will hear the reading of this resolution that has been offered.

Urge Support of Meat Board.

Whereas, the formation and functioning of the National Livestock and Meat Board is one of the most gratifying occurrences in the history of the livestock and meat industry, and

Whereas, this Board is a splendid example of and precedent for co-operation among various factors of the industry—producer, commission men, packers and retailers—for the benefit of the industry and the public, and

Whereas, the purpose and activities of the Board are designed to increase meat consumption per capita, and

Whereas, the Board, with proper support, is certain to effect the object for which it was organized and thereby achieve tangible benefit for agriculture,



HOWARD LEONARD
(Chairman National Livestock and Meat Board)
Speaker at the Convention.

few years is a typical example of how there has been lack of co-operation between different branches in the livestock industry for the success of that great commodity. About a year ago those agencies interested in the livestock industry, representatives from the different producers' organizations, from commission companies, from packers, from the retail dealers—met, and attempted to work out a program upon which they all could co-operate for the improvement of the livestock industry.

National Meat Board.

It was my pleasure to be in at that meeting, and have a part on the program and plan that was outlined by the Directors, the result of which is the National Livestock and Meat Board. It is the function of the Board, as conceived by those that originated it, that it is not to take the place of the existing agencies relative to distribution of information relative to meat, but rather to work with and to co-operate with the present agencies that are already established.

When we stop to think that in the last twenty years, from 1900 to 1921, the per capita consumption of meat in this country decreased 25.4 pounds, or nearly one-

for industry and for the public; therefore, be it

Resolved, it is the sense of this meeting

That the Board be vigorously encouraged and supported;

That members of the Institute situated at markets where the commission men or livestock exchanges are not making the collection requested by the Board, bring to the attention of the commission men and exchanges the importance and desirability of making such collections.

That members of the Institute not situated at markets where provision for collection has been planned through commission men and exchanges, should consider the advisability of making the collection form shipper and buyer and members are urged to establish communication on this Livestock and Meat Board, Mr. W. J. Carmichael, whose address is the Old Colony Building, Chicago; and

That the Meat Industry hereby expresses its appreciation of the purpose, plans and efforts of the Board to check the decrease in meat consumption per capita and to bring about an increase."

CHAIRMAN WHITE: Gentlemen, you have heard the reading of the resolution. What is your pleasure?

A MEMBER: I move it be accepted.

(Motion duly seconded.)

CHAIRMAN WHITE: Is there any discussion?

Urges Co-Operation.

MR. JOHN T. RUSSELL: Mr. President, speaking, not as a member of the Institute, only in the way of being a member of the National Association of the Livestock and Meat Board, also the Meat Council, I think this resolution is one that should be passed, and that if the different markets which handle the distribution co-operate as Mr. Leonard has stated, and also as this resolution states, it will be one of the greatest steps in distribution that has ever been known.

The producers have come forward and have offered to pay their part, so that the public can thoroughly understand by advertisements and different means of getting it before the consumer what we are trying to do. There has been no objection, as I understand it, from any of the producers' associations. There has been no objection as I understand by them. There has been not a great deal of objection from the men who have been assigned to make this collection. It is simply a clerical piece of work.

Then why should any organization, no matter where it may exist, when you ask them to do this clerical work of collecting ten cents a car, raise any objection? This idea will promote and bring back this loss of 25 pounds per capita. We must give that education to the people of America that it is necessary to eat more meat, and we all know—the people that handled this committee from its inception to the consummation, realize that the time has come for an active force along these lines to be put into action as soon as possible—so that other commodities that have interfered with the consumption of meat will not take the place of the article that the industries of this country depend upon so much, and that the people depend upon so much.

Without the producer having encouragement along these lines, one will drop out here, and another will drop out there, in certain territories, and in a few years in the future it will not be an easy question of eating more meat, it will be a question of how we can get meat, and I ask the support in an humble way of the members of this Institute to support this resolution. (Applause.)

MR. HERRICK: Mr. Chairman, as our time is fully provided for in the program, I think it would be well to refer this resolution to our resolutions committee, and I so move.

(Motion duly seconded and carried.)

CHAIRMAN WHITE: It will be referred to the resolutions committee for their action.

The next speaker on the program has not come into the hall yet, but there is present a gentleman whom we are very happy to have with us this morning, and we would like to hear from him for just about five minutes, that is Mr. Jacob Herman, president of the United Master Butchers of America. We will be glad to have a few remarks from Mr. Herman, if he is in the audience at the present time. (Applause.)

Master Butchers' President.

MR. JACOB HERMAN: Mr. Chairman and gentlemen of the Institute: It has been quite an honor for me to be here with you today. I was not able to get here Monday, because we had a convention up in Wisconsin, and as I am president of the Wisconsin Retail Market Men's Association, I had to preside at that convention.

I see that in your organization it is the same as in ours. We are trying to educate and organize the retail market men to make better market men in the retail business, and I know that it will work



JACOB HERMAN
(President United Master Butchers of America, Milwaukee, Wis.)
Speaker at the Convention.

out and help along your business the same as it does ours if we can educate the retail market man. We have started what you agitated yesterday, a school, in our continuation school of the City of Milwaukee, to educate the apprentice to become to a real market man.

The trouble has been right along that you hired an apprentice, put him in the market, gradually worked him up to become a meat cutter; but we have a wonderful continuation school in the city of Milwaukee, and they have given us the privilege of using that school. They have given us a room rigged up with an ice-box with an ice-machine, and we have a regular market in that school.

The education along that line will be how to take care of an ice-machine; how to take care of an automobile; how to take care of books, English—and so on, all along the line. There is no age limit. Any man that wishes to attend that school may do so, and the young man who wishes to learn the retail business can attend that school, and he is entitled to every advantage.

It is in your organization the same as it is in ours. As you had these gentlemen reading these wonderful reports that they brought in, I saw a lot of empty chairs

here, and that happens occasionally in our convention. I do not think it is very gratifying for any of these men to make any reports when they can see so many empty seats. I believe when anyone goes to a convention he should stay and take in that work. That is what conventions are for, to come there and learn.

Educating Retailers.

Gentlemen, I had the honor of being elected president of the retailers' national organization. I never dreamed of being elected national president. My lifetime work has been in the retail business, from a boy up. When I was fifteen years of age my aim was to become a butcher, and I did so in a little country town, where we worked day and night. It was not like today. Today the boys have banking hours. Today we start at seven o'clock and quit at six, Saturday nights at seven in my market. Those are banking hours.

Now, we are trying to get along to educate and elevate the retail market man, so he may stand on the same footing as any business man stands, whether he is a banker or whoever he may be. We are trying to elevate the retailer and to bring him up to the same standard as any other business man. It is only through co-operation you could do that.

I thank you, gentlemen. (Applause.)

CHAIRMAN WHITE: The next subject is a very important one, which will be presented to us by a gentleman whom we are always glad to have come before us. I see him sitting down in the audience with an unusual smile on his face, the kind of a smile that usually comes to a young man that has not a very large family, but who is getting started, and we would like to have an explanation of this smile this morning before we proceed with the speech of Mr. Everett C. Brown, who will talk to you on the subject of "The Certificate Plan of Marketing Hogs."

Mr. Brown. (Applause.)

Plan for Marketing Hogs.

MR. EVERETT C. BROWN: Gentlemen, if my mind does not seem to be right on the subject, or I seem a little bit nervous, I want to say that I have just come from the hospital, where my wife presented me with a nice 7-pound boy. (Great applause, the members standing.)

MR. A. T. ROHE: Mr. Chairman, I have a resolution, which I would like to present without referring it to the Resolutions Committee. I have not got it worded, but I think that we should convey to Mrs. Brown a message expressing the thought that she has certainly accomplished a very good thing, and we can see that through the expression of Mr. Brown's face.

(Motion duly seconded and carried.)

MR. EVERETT C. BROWN: Thank you. Gentlemen, I do not know any body of men that I would rather receive such a resolution from than men who have always been my friends, and in making the announcement that I did, I felt that I was making it to my friends on your side of the industry.

In this paper that I have been asked to give, while the title is "The Certificate Plan of Marketing Hogs," it seems to me only right to lead up to a little scheme that we have been working here in the Chicago Livestock Exchange and in the National Livestock Exchange, with the help of the Department of Agriculture, particularly the Bureau of Animal Industry, in trying to eradicate tuberculosis in meat food animals.

I hope you will pardon this paper being a little bit longer on that account, because I think you gentlemen should know the work that has been done, particularly the last year, and totaling the last six years, and that it is really not only something that you should know, but that every livestock producer should know, and every man having anything to do with the meat industry should know.

My paper is as follows:

Certificate Plan of Marketing

The production of livestock and the distribution of the manufactured product to the consuming public is the most important industry in the United States. We are a food producing nation. Our prosperity is largely dependent on agriculture and livestock is fundamental to a successful agriculture.

Through the medium of meat and milk-producing animals which utilize our abundant crops of corn, clover and alfalfa, we add fertility to the land and increase its productive capacity. We transport from the remotest parts a concentrated product at low expense in proportion to its value. The livestock industry of the United States represents approximately ten billion dollars in wealth.

It has almost unlimited possibilities for development if we would give it the consideration it deserves. You who are engaged in the business of converting meat animals into a product ready for the consumers' table, reaching out at all times to find new avenues of distribution, are performing an invaluable service not only for the producers but for every citizen of the nation. Because of the efficiency of your business, the poor as well as the rich of this nation can have meat, which scientific investigations have shown to be an essential part of the diet for a strong, virile and intelligent people.

In the development of the livestock industry we should not only study methods of reducing costs and improving quality, but should also surround it with every possible safeguard. Animals kept in large numbers under more or less artificial conditions are susceptible to numerous diseases. Fortunately we have been able to successfully cope with many of these. We have had several outbreaks of foot and mouth disease.

The United States is one of the few nations of the world which has been successful in completely obliterating this disease. It has been done through the leadership of an efficient Bureau of Animal Industry with state sanitary boards and livestock men co-operating. Through the same agencies Texas fever has been nearly suppressed and hog cholera is well under control.

Tuberculosis Losses.

The disease we have most to fear now is tuberculosis. I do not need to tell you men engaged in the packing business about the losses caused by the white plague of the cattle and hog industry. You have first-hand information of its ravages and the destruction of meat it causes, but you may not be familiar with the losses in total or the plan of the nation-wide campaign to eliminate it, which has already been successful in reducing materially the percentage of cattle affected.

You are fully aware of the fact that we have the most thorough system of Federal meat inspection of any country in the world. The present system was put into operation in 1906. The records of the Division of Meat Inspection show that tuberculosis in all hogs killed under Federal inspection in the United States has increased from two per cent retained from this disease during the year 1908, to 14.3 per cent retained during the year 1921.

In other words, an average of one out of seven hogs in the United States has tuberculosis, while but 70,304 hogs, or one-fifth of one per cent of the 39,416,439 hogs slaughtered under Federal inspection last year were wholly condemned for tuberculosis; the percentage retained (14.3%) is the real index of the wide prevalence of the disease.

If we add to the two thousand carloads of cattle and one thousand carloads of hogs wholly condemned for tuberculosis last year, another thousand

representing the loss from sterilization and heads condemned, we have a total of four thousand carloads of cattle and hogs made practically worthless because of the ravages of the tubercular bacilli during one year.

It would be impossible to estimate the number of cattle that die on our farms or the number wasting feed because of weakened vitality due to tuberculosis, but the loss from that source would exceed the loss from meat condemned. It is apparent that there is a tremendous wastage resulting from tuberculosis and the industry is imperiled unless something can be done to relieve the situation.

It is a conservative estimate to figure at least \$40,000,000 of meat food is destroyed annually because of tuberculosis, and if the tremendous amount of meat that this sum involves could reach the consumer, see what it would mean in lower price values of meat to the consumer.

Sanitary Committee Educates.

It was because of this that The Chicago Livestock Exchange, The Union Stock Yards Company, and nearly all packing companies in Chicago contributed funds and organized a Sanitary Committee dur-



EVERETT C. BROWN
(President National Livestock Exchange, Chicago)
Speaker at the Convention.

ing 1916 for the inauguration of a campaign of education having for its purpose the ultimate eradication of tuberculosis from livestock. It has been my pleasure to serve as Chairman of that Committee and with Thomas E. Wilson, and E. R. Gentry, of Armour & Company, constituting the Executive Committee, and we have given much time and consideration to the progress of this campaign.

After financing the project we secured the services of H. R. Smith as commissioner, who has taken active charge of the campaign since its inception. Mr. Smith was formerly Professor of Animal Husbandry in the Universities of Nebraska and Minnesota, later having charge of a campaign for more and better livestock in the Northwest for the late James J. Hill.

The success of The Chicago Livestock Exchange in their campaign on the eradication of tuberculosis in meat food animals was so pronounced that the Chairman of that committee, who was president of The National Livestock Exchange, recommended to the convention held in Cleveland, June, 1921, that a National Sanitary Committee be organized and that

local Sanitary Committees be organized in each of the large terminal markets to combat this disease.

This plan was unanimously approved by the convention in 1921, and the present powerful National Livestock Sanitary Board was organized. At the present time a perfect organization has been formed in the following markets: Chicago, St. Paul, Sioux City, Omaha, St. Louis, Kansas City, St. Joseph, and Milwaukee. These markets are combating the disease along the same plan as originally adopted in Chicago and are all "clearing" through the National Livestock Exchange Sanitary Board.

How Sanitary Board Works.

The tremendous results which have already been accomplished I will comment upon briefly. Each of the markets has a livestock commissioner whose business it is to follow the diseased herd through the stockyards at which the stock arrives; the shipper of the livestock receives a notification where his herd is diseased, and the livestock commissioner from each market is undertaking field work in visiting practically all of the counties in the states tributary to that market, working with the farm bureau organization, and is reporting back through his local exchange. The tremendous amount of good that is now being done systematically by the different live stock exchanges and The National Live Stock Exchange in eradicating this white plague can hardly be estimated.

One outstanding plan that is working out even better than anticipated in Chicago is that of placing the control of the tagged animal under the local exchange organization, who have established a plan of killing these animals under contract, which is bringing the live stock producer of the United States who owns these animals thousands of dollars more than he would have received under the old "hit or miss" plan of disposing of the meat. Under these contracts the meat from the animals is put up at auction, and is sold to the highest bidder.

Publicity work was undertaken to bring the facts relating to losses, methods of control, etc., to the attention of the farming public through the medium of the agricultural press and the tracing of diseased shipments to the farms, after which the owners were notified and directions given for remedying conditions.

Increased Funds Obtained.

When our educational work was started there was a fund of but \$75,000 provided by Congress for combatting tuberculosis, and nothing was available as Federal indemnity for reacting cattle slaughtered. The various states did not have a total of more than \$200,000 for this purpose. We urged before Congress that a much larger fund be provided, and that provision be made to reimburse the farmers for a part of the loss on reactors slaughtered, suggesting to the Agricultural Committee of the House the desirability of the U. S. Bureau of Animal Industry paying one-third of the loss conditional upon the states paying at least that much.

This was incorporated in the bill as passed five years ago and it remains unchanged. Through our efforts a delegation of eighteen representative farmers and breeders from as many states went to Washington to appear before the agricultural committee of the House, and an appropriation of \$500,000 was granted for tuberculosis eradication during the year 1918. We have arranged for similar hearings each year securing an increase to \$1,000,000 for 1919, \$1,900,000 for 1920, \$2,600,000 for 1921, and \$2,878,800 for 1922.

I think it only fair that this convention of meat packers should know that in these Federal hearings that have secured the tremendous increase in the Federal appropriations, representatives of the National Live Stock Exchange have appeared each year before the appropriation committees of the House and of the Senate, together

with representatives from other Exchanges and representatives from the different breeding associations, and have presented facts to these committees which have resulted in these tremendous increases in the Federal appropriations; and at each session of the legislatures of the different States our committees have presented facts before the State Agricultural Committees that have secured large increases in the State appropriations.

As the result of the Federal law and educational work a number of States made appropriations, and these have reached a total of \$4,500,000 for the year 1922. Approximately 70% of this fund of \$7,400,000 is used to pay indemnity, and 30% for the salaries and expenses of approximately 500 state and federal veterinarians devoting their entire time to the testing of herds, the appraisalment of reactors, the supervision of their slaughter, and the disinfection of stables contaminated with the germs of tuberculosis.

Accredited Herd Plan.

On September 1, 1922, there were a total of 244,871 herds comprising 2,892,776 cattle under Federal and State supervision for the tuberculin test, 191,699 herds comprising 1,791,651 cattle had passed one or more clean tests and 18,114 herds comprising 401,429 cattle fully accredited as free from tuberculosis.

The accredited herd plan was launched as a nation wide movement at a meeting of the representatives of the various cattle breeders' associations, Federal and State veterinarians, called by our committee and held in the rooms of the Saddle and Sirolo Club, Union Stock Yards, Chicago, December 3, 1917. It has served a valuable purpose in freeing from tuberculosis a large number of herds, mostly purebred, during the past four years. We have felt that inasmuch as tuberculosis has been carried to all parts of the country largely through the movement of breeding cattle, that first attention should be given to these herds.

During the fiscal year ending June 30, 1922, the U. S. Bureau of Animal Industry with forty-seven states co-operating, tuberculin tested a total of 195,220 herds comprising 2,584,236 cattle, of which 82,459 or 3.5% reacted. Nearly all of these have been slaughtered and the stables disinfected. Of these reactors 27% were pure-breds and 73% grade cattle.

The average appraisalment on these reactors including purebreds was \$110.90. The average value of the salvage received by the owners was \$17.55 per head. The average Federal indemnity paid was \$23.76 per head and the average state indemnity \$36.42 per head, making a total, including salvage of \$77.73 received by the owner, or 70% of the appraised breeding value.

Test Increase Each Year.

Nearly as many cattle have been tuberculin tested during the past year as during the entire four years preceding, during which time this campaign has been waged. This increase is due to (1) the general use now of the tail test, (2) the recent inauguration of intensive area testing; (3) a stronger public sentiment; and (4) much larger appropriations, all of which our commissioners have been steadfastly advocating during the past two years.

Our educational work is financed by the local exchanges, stockyard companies, and packing companies in and tributary to these markets. Recently eight railroad companies, two clearing house associations and at the St. Joseph market the Stock Yards Bank have made contributions.

Fifty per cent of the Chicago fund and 15% of the funds at each of the other markets is contributed to the sanitary fund of the National Live Stock Exchange of which Mr. Smith is Commissioner, for the purpose of co-ordinating the activities at all markets.

While this educational and promotional work is entirely distinct from the government and state work which consists prin-

cipally of testing cattle, supervising the slaughter of reactors, disinfecting premises, paying indemnity, etc., the two organizations are co-operating to the fullest extent for the purpose of reducing and eventually stamping out tuberculosis. The problem is a tremendous one, as it has been found that 50% of the cattle herds in some of the northern states are infected with the disease.

It is found in every state of the Union but it seems it is much worse in the northern states where cattle originating from or improved by early foreign importations have been more or less closely confined making the conditions more favorable for the spread of infection. It is particularly bad in certain dairy sections, some of which have been contaminated through the activities of dishonest dealers.

The most common source of tuberculosis in swine is milk from infected cows, droppings, dead carcasses of cattle, slaughter house offal and chickens which have died from tuberculosis are also causes of this disease among swine.

Beating Tuberculosis.

The government and state work and that of private veterinarians in testing cattle, slaughtering reactors under government supervision, etc., is no doubt chiefly rea-



EDWARD MORRIS
(Morris & Company, Chicago)
Director of the Institute.

sonable for the decline in the percentage of cattle retained for tuberculosis in the United States during recent years. Of all cattle including steers killed under federal inspection during 1916, 2.5% were retained for tuberculosis.

Deducting the reactors designated as retained which would not have been marketed and had they not been tested, it is found that during the year ending June 30, 1922, only 2% of the total kill of cattle were retained for tuberculosis or one-fifth less than 1916.

The infection in milk fed to swine has not yet been lessened to equal the increase in territory where but few cattle have been tested. Tuberculosis in swine has therefore increased throughout the country as a whole. However the start that has recently been made in testing entire counties and the probable expansion of this intensive area work will in the near future check the increase in swine tuberculosis and bring about a decline.

The state of Michigan has twenty-two counties, each of which have an appropriation from \$5,000 to \$15,000 for area testing. Michigan, Nebraska, Illinois, Missouri have taken an active part in furthering this movement because it will mean the elimination of tuberculosis from both cattle and hogs, county after county.

How Certificate Plan Works.

I have perhaps presumed on your time in going into detail on this work of tuberculosis eradication and will now outline to you the certificate plan of marketing hogs which was adopted at the last annual convention of the National Live Stock Exchange, held in Kansas City, Missouri, May 18-20, 1922. Resolutions were unanimously passed recommending that all packers and other buyers of hogs pay a bonus of 10 cents per 100 pounds live weight for hogs bred and fed in counties certified by the federal government and the state co-operating as being free from tuberculosis.

The losses on pork carcasses condemned as inedible, and on heads and other parts condemned in the case of hogs retained for tuberculosis, but not wholly condemned, charged against all hogs slaughtered under federal inspection in the United States during the year 1921, amount to nearly 10 cents per 100 pounds live weight. At a meeting recently held in Chicago attended by representatives of all the large packers and a large number of the smaller concerns, this matter presented to them for consideration. It was admitted that they could afford to pay this bonus of 10 cents per 100 pounds live weight on hogs free from tuberculosis and they complied with the recommendations.

Under this plan such hogs sell on the open market for what they will bring, after the sale is consummated, the owner or his commission firm presents a certificate from some county or state official, stipulating that the hogs come from a certified tuberculosis-free county, and an additional 10 cents per 100 pounds is added to the price agreed upon. In view of the fact that a large number of counties have made appropriations for tuberculosis-eradication campaigns, it would seem fair that this work should be properly recognized in this manner. It is already serving as an excellent stimulus in this country area, work which offers such great possibilities in the eradication of tuberculosis.

Two or three of the packers attending this meeting felt so keenly the necessity of offering a bonus of 10 cents per hundred to the plan provided for hogs marketed from certified counties, that they also offer a 10 cents per hundred pounds bonus from herds where the owner would guarantee that this herd of hogs was free from tuberculosis, and that the proof of the freedom of that shipment from tuberculosis be determined by killing the hogs separately at the local packinghouse, where the herd was found free that that herd should also receive 10 cents per hundred and above the market price.

This plan, however, was not concurred in by all of the packers represented and where the original plan of paying the 10 cents bonus from certified counties would at the present time entail no financial obligation on the part of the packer, as there are no certified counties in the United States at the present time. The other plan, however, if adopted, would immediately cause to be paid to the owner of the hogs a bonus that would bring him some financial remuneration at once.

Bonus Plan an Incentive.

From my experience in the work of eradicating tuberculosis, I believe that this bonus plan will be the best practical demonstration to the hog raiser of the United States; that there is a real incentive for him to make his drove clean, and the ultimate effect will be that every farmer who raises hogs will want this 10 cents per hundred bonus.

I wonder if you gentlemen know that there are less than twenty-five of the leading packers of the United States who are contributing financially toward the elimination of tuberculosis under the plan we are now working on. It seems to me that every packer in the United States is daily aware of the tremendous losses that his

killing sheets how are attributable to tuberculosis, that every one of you should make a pro-rata contribution that will carry on this work to its ultimate success.

During the past year over one hundred counties in the United States have organized campaigns co-operating with the federal and state governments for the testing of all breeding and dairy cattle within the county. While to date no county has been certified by the government as being free from tuberculosis, a number of these counties have completed the first test on all cattle.

For example, Michigan and Wisconsin each have five counties once tested, Nebraska has four counties once tested, Missouri two counties, and Kansas and Illinois each one county. Some of these counties are being completely tested the second time, and will no doubt qualify for certification during the coming year.

The regulations as to eligibility have not yet been prescribed by the U. S. Bureau and the states co-operating, but will be at the December meeting of the U. S. Livestock Sanitary Association. It is probable that before a county can be certified as free from tuberculosis practically all breeding and dairy cattle must have passed two clean tests, one year apart, with a small percentage of infected herds held under strict quarantine.

In Illinois fifteen county boards have made appropriations of approximately \$4,000 each for inaugurating county area campaigns, twelve of which appropriations have been made since the bonus plan was announced. In some of these Illinois counties where the infection is comparatively light, a county may become certified within two years. In some of the northern counties where the infection is heavy, it will take longer. The work to date in one of the counties shows that 40 per cent of the cattle were infected with tuberculosis. It will necessarily take a number of years to eliminate this scourge from such a county.

Stimulates Local Interest.

Mr. Emery, dairy and food commissioner of Wisconsin, recently made the statement that the offering of this bonus will be a material aid in the enforcement of the law requiring the pasteurization of skim milk and whey at creameries and cheese factories in that state. These laws have not been well enforced in any state because of a lack of public sentiment. This bonus is certain to create local interest in making a county free from tuberculosis.

Great as is the animal loss from tuberculosis, it is insignificant as compared with the thousands of people who succumb to, or are incapacitated by contamination with the germs of bovine tuberculosis, for the most part through the drinking of infected milk. It has been estimated by our best medical authorities that 70 per cent of the cases of glandular tuberculosis, 60 per cent of the cases of abdominal tuberculosis, and 25 per cent of the general tuberculosis in the human family comes as a result of drinking milk infected with the germs of human tuberculosis. It is conservative to say that when tuberculosis is eradicated from cattle it will be reduced 50 per cent in the human family.

Livestock men of the country have a wonderful opportunity to do a great service for humanity by co-operating to the fullest extent in the elimination of this scourge.

Will Aid Human Health.

I have not touched on the human side of this story, the humanitarian side. We find, in going around the country, particularly through the states of the Northwest, since the announcement has been made that this ten-cent bonus would be paid, that from nearly every quarter people interested in the eradication work, veterinarians, state agents—say that if this plan of ten cents bonus was carried

on, it would be a great incentive to the pasteurization of milk.

I do not know whether you gentlemen know, I did not know it until I looked it up, that not only in England, but in this country, fifty per cent of the tuberculosis in the human family is traced directly to the bovine germ, and, gentlemen, when you know that tuberculosis of the human family is spreading just as fast as it is in meat food animals, and perhaps faster, you can appreciate the wonderful work that could be done and will be done in this campaign, and it seems to me something well worthy of your consideration.

I thank you. (Applause.)

CHAIRMAN WHITE: Gentlemen, we have a gentleman here who wishes to say just a few words, and it is particularly appropriate that he should follow the speech of Mr. Brown. Dr. J. A. Koerner, Chief of the Tuberculosis Division of the United States Department of Agriculture, is here, and we will ask him to address us for a few minutes. (Applause.)

A Tuberculosis Expert.

DR. J. A. KOERNER: Mr. Chairman, gentlemen of the convention: Mr. Brown has presented such a comprehensive pa-



J. A. WIEDERSTEIN
(John Hoffman's Sons Company, Cincinnati, O.)
Director of the Institute.

per that there is nothing to add to it. I simply want to call to your attention the results of some observations made of the existence of tuberculosis.

Many people believe that it has almost gone beyond control in the United States. The study that we have made of the subject shows that in 46 per cent of the square area of the United States, tuberculosis in cattle exists in not more than one per cent. In the area of 41.2 per cent all the cattle in the United States are located. Twenty-one and seven-tenths per cent of the square area of the United States tuberculosis exists to not more than 3 per cent; in 18.1 per cent of the area tuberculosis does not exist to more than 7 per cent, and the area in which it exists extensively consists of 1.5 per cent of the square miles of the United States, and within that area the disease exists to over 15 per cent.

Can Oust T. B. in Few Years.

At the present day, with the work that is being carried on in every state in the Union, we believe that within the next ten years tuberculosis will be eradicated from more than one-half of the square area of this country. We believe that within the next 25 years it will be under control in practically every state in the Union.

There is one condition that does cause

some apprehension, and that is the increase of tuberculosis among swine. Studies have shown that 96 per cent of the tuberculosis of swine is due to either following cattle in the feed lot, or feeding them dairy products.

In dairy sections where they are sending in milk to a creamery or to a condenser or to a butter factory, and the skim milk is sent back to be fed to hogs, it is possible that just a few cattle in that community have spread tuberculosis to a large number of herds.

Now, it was found out in Wisconsin by the Commissioner of Agriculture, that in creameries where whole milk was brought in, separated, and the skim milk went back, that tuberculosis in that area amounted to 34.5 per cent, and in contrast with that, where the milk was separated on the farm and the cream sent to the factory, the hogs that were shipped in from that section showed only 8 per cent of tuberculosis.

Now the remedy for that condition is the pasteurization of the milk in those communities. In the state of Wisconsin they have a law requiring pasteurization and it is hoped that in Iowa and the other states where hog tuberculosis exists extensively, that this pasteurization can be put into effect, and reduce the percentage of tuberculosis in swine until such time as the tuberculosis campaign cleans up tuberculosis in cattle.

Commends New Plan.

In this state, in Illinois, there are sixteen counties that have appropriated funds to carry on the work. There has been no effort to make it compulsory on the part of people, but the effort has been to bring this work to the attention of the people in a practical way and it is producing results.

Another point that I want to call to your attention is that for some time after this work begun we were handicapped in not receiving compensation for these tuberculosis animals; but through your organization here, and through the work of your president, better conditions now obtain, and practically all of the market points are receiving fair valuation for these reactors that are sent in, practically the same price as the cattle not known to be tuberculous.

I wish to thank you very kindly for the honor of coming before this association, and I want to leave with you this thought, that we are making progress in this work of tuberculosis eradication and looking forward hopefully to a successful consummation of the work. (Applause.)

CHAIRMAN WHITE: We are very glad to have had Dr. Koerner here for these remarks.

Before concluding this session, we have a number of new members in this Institute, and I will ask the secretary to read the list, and that the different persons as their names are called, will please rise, and stand until it is finished, so that we may see them.

Vice President Heinemann thereupon read the list of new members as follows:

New Institute Members.

J. H. Allison & Co., Chattanooga, Tenn.
Banner Packing Co., St. Louis, Mo.
Percy A. Brown & Co., Wilkes Barre, Pennsylvania.
E. Bucher Packing Co., Cairo, Ill.
The Cananea Cattle Co., Cananea, Sonora, Mexico.
The Canton Provision Co., Canton, O.
Dryfus Packing & Provision Co., La Fayette, Ind.
C. A. Durr Packing Co., Foot of Schuyler St., Utica, N. Y.
Henry Fisher, Louisville, Ky.
Guckenheimer & Hess, New York City.
T. L. Lay Packing Co., Knoxville, Tenn.
Lincoln Packing Co., Lincoln, Neb.
Louis Meyer Co., Brooklyn, N. Y.
William Ottman & Co., New York City.
John Peters, Williamsport, Pa.

E. K. Pond Packing Co., Chicago, Ill.
Louis Rosenthal Packing Corporation,
Galveston, Texas.

Schrauder & Co., Monroe, Mich.
Harwood R. Smith Co., North Side,
Pittsburgh, Pa.

Worm & Co., Indianapolis, Ind.

CHAIRMAN WHITE: We are very happy to have all of the new members, and we hope you will use the Institute 100 per cent.

Whereupon the convention adjourned until 1:30 p. m. of the same day.

The Junior Luncheon

Wednesday, Oct. 11, 12:30 P. M.

Oscar Mayer, Jr., presiding.

CHAIRMAN MAYER: Gentlemen, this Junior Members' Luncheon is the creation of Mr. Jacob C. Dold, the grand old man of the East in the packing business. It is with the keenest regret that he left last evening on some unexpected business, because he was looking forward with great pleasure to conducting this meeting. Last evening as he was leaving he asked me whether I would not officiate in his place.

I do not know why he did so, excepting that he thought perhaps on account of the absence of hirsute adornment, I might be able to put something over the juniors, which, of course, knowing the juniors as we do, is a very grave question.

I want to introduce first the juniors that we have here, and will the particular junior called upon rise and pay his respect to his leaders.

Mr. W. Roberts of Roberts & Oake, Chicago.

Mr. F. B. Tonninger, Rochester Packing Company, Rochester, New York.

Mr. William L. Heymann, Morris & Company, Chicago.

Mr. J. O. Roberts, Miller & Hart, Chicago.

Mr. William H. White III., White Provision Company, Atlanta, Ga.

Mr. Melvin Guggenheim, Guggenheim Brothers, Chicago.

Mr. Louis Dennig, Jr., St. Louis Independent Packing Company, St. Louis, Mo.

Mr. Douglas A. Cox, Cox & Gordon Packing Co., St. Louis, Mo.

Mr. Henry Belz, J. H. Belz Provision Company, St. Louis, Mo. (Applause.)

Gentlemen and Juniors, Mr. Thomas E. Wilson, President of the Institute, will

now address you with a few words of warning and encouragement.

Mr. Wilson Dreams a Dream.

MR. THOMAS E. WILSON: Instead of Oscar putting something over on you fellows, Oscar is putting it over on me. I hadn't any intimation I was going to be called upon to make any talk. I have been sitting back here, just having a good time all by myself. I have been dreaming. I have been trying to look back for—oh, just the span of a good, reasonably rounded-out lifetime. Then I have been trying to look a bit forward, doing a bit of dreaming on my own account.

My first dream carries me back to the period of time when the elders of this business, the masters, the originators, might have been about your age, and I have been wondering and trying to figure out what might have been the outcome of the business had those men had the opportunity to sit down as you boys here sit down, and not only meet each other, but having the opportunity of meeting some of the elder men. Of course, there were not many elder men in the business at that time other than themselves.

Then I tried to figure out, knowing some of you boys, and knowing some of your fathers, I tried to figure out just what might have been the outcome had they had the opportunity to have a better acquaintanceship with each other in the early days, and what might have been the outcome of that acquaintanceship in this great industry.

I look back to the time when I myself was about your age. That is a long time ago, of course. I look back to the time when thirty-odd years ago I walked into the Union Stock Yards, and strange as it may seem, I do not think there was a man in the Union Stock Yards at that time, or boy or girl, that I had even seen before or that I had ever spoken to, or that I had heard of excepting by reputation.

I was wondering to myself or with myself whether that would not have been a grand thing for me, if I had had the opportunity that you boys have got now, not only on this occasion, but the opportunity that is opened up to you of knowing better the fellows that you have to come in contact with in your future life's work.

You have got that opportunity through this great machine that has been created, and after all, it was created pretty much

in your interests. It was created in the interests of the fellows that are to take over and operate this business, and you boys have got to step into that responsibility sooner or later.

Institute to Help Juniors.

There is a great field and a great opportunity for all of you in that direction, if you will take advantage of it. This big machine here, this Institute of American Meat Packers, was created to serve you, to serve the business, and to serve the young fellows particularly who are coming along in the business. The opportunity is open to you all, if you will take advantage of it.

I do not think there is anything that might happen to the executive officers of this great Institute that would give them more pleasure, and I include in that, not only the officials, the executive committee and the president and vice-presidents, but I include the active officers and the managers of the organization, the men who are pretty much responsible for the work. Nothing could give them, or any of us, more pleasure than to hear from you fellows once in a while; to have you put up to us some of your problems, some of the things that may be at this early stage giving you some concern.

Maybe you would like a little advice or a little direction, or maybe you would like to check up on what advice or direction Dad has given you, and if you fellows would just take advantage of that, and feel free to do it, and consult and advise with the Institute and get into touch with the workings of the Institute, it would be highly appreciated by those who have charge of the work; and it is a great opportunity for you, and if you will start to do that, you will create an acquaintanceship and a running course of information that will be of great benefit to you in the future.

Good to Get Together.

I think these gatherings such as Mr. Dold has inaugurated here should be continued. It seems to me it would be a great thing for the young fellows coming along to have the opportunity to not only meet with each other and with the other young fellows, but to meet with older fellows in the industry and get acquainted with them.

I am sure we fellows who have gotten past that stage would have enjoyed that, and I am sure there are a lot of things we might have accomplished that we did not accomplish because we did not have that opportunity.

As I say, this has been created for you fellows, as much as for any other purpose, and it is the urgent wish of everybody who has had anything to do with it, that you take advantage of it.

It is a great pleasure to me to be with you here at this hour, and be one of the crowd to welcome you into this sort of an organization, and to express a hope to you that you yourselves will take hold of this feature of the Institute and make something really big out of it, and encourage this kind of a meeting next year. Organize yourselves, you fellows know how to go about it, organize it and make it a real function of the Institute next year, and continue it every year.

I am mighty sorry my son is not here. He is just seventeen years of age and started three or four weeks ago down to Princeton. I have had him at a good many of the gatherings, and I think he has always looked forward with a great deal of pleasure to meeting the men who are my associates in business, and I am sure if he were not so far away he would have been here today, and he would have had a good time with you fellows. I am sorry he is not here. (Applause.)

CHAIRMAN MAYER: There is one sentiment which Mr. Dold, I know, wants me to leave with the juniors. He was very careful to enunciate it to me last evening, and here it is. Personally, I can vouch for the correctness of the sentiments up



TRADE LEADERS AND THE CONVENTION PET OBSERVING THE EXHIBITS.

From left to right: J. A. Wiederstein, Cincinnati packer; Jacob Herman, Milwaukee retailer; Little Kathleen Keefe of Arkansas City, Kans.; John W. Hall, Chicago broker; Jay E. Decker, Mason City, Iowa, packer.

to thirty. Beyond that, Mr. Dold is the sponsor of the thought.

When we are twenty, Mr. Dold says we wonder how the dickens Dad ever got along. When we are thirty we think more of Dad, a great deal more of Dad. When we are forty, as Mr. Dold says, we think that Dad was right, by gosh. When we are sixty we wonder how in the devil he ever did it. (Applause.)

We will now hear from Mr. Noble, who is a member of the National Committee on Boys' and Girls' Club Work.

Boys' and Girls' Work.

MR. NOBLE: Junior packers and members of the Institute, it seems to me that it is a very happy thought that this luncheon was inaugurated for the junior members of the Institute. There is in every father's heart a desire to leave to his posterity a successful, permanent, prosperous business. I think that is true of every packer who is a father. So I think it is not only a happy thought, but very timely, since the packing business has been progressing for more than a generation, that we can now look back and see what has taken place in the last fifty years.

Essentials of Packing.

In the last analysis, going back of all such details of packing as slaughtering and chilling and manufacturing by-products and the distribution, there are just two main essentials to the perpetuation of the packing business and the enlargement of it.

Those two things are: an adequate supply of livestock; and, second, people to buy—an outlet.

What has happened in the last fifty years in regard to the controlling factors? Our cattle population has increased four and two-tenths times; our sheep population has decreased; our swine population has increased about three times. Human population has increased about four and two-tenths times. The number of packing houses has increased eight times since 1850.

Put these things together. An increase in the human population faster than the ratio of the increase in the livestock, and the large increase in the number of packing houses in comparison. It seems to me that the two inferences can be drawn with fair accuracy.

One is that the packing business has just about reached the point of saturation at the present time. Another is that if the packing business is going to continue on its present scale, we will have to find some means of keeping the supply of livestock at what it is or increasing it. In other words, the one limiting factor, as I see it, that our young junior packers will have to face is an adequate supply of livestock in years to come.

Now then, in 1914 there was passed down in Congress a law known as the Smith-Lever law. The reason for that law was to promote extension work in all the states through the agricultural colleges. We have gone along for about fifty years and have made little progress agriculturally and so this extension law was enacted. To show how the United States compares with the other countries of the world, the yields of all of the crops, with the exception of corn and the exception of a few of the other grain crops, are lower in the United States than in the other leading nations. In the last fifty years, gentlemen, we have increased our yield of corn just four-tenths of a bushel per acre. Our yield of barley has been increased two and four-tenths bushels per acre in fifty years, and our yield of wheat about four and two-tenths. So that by or through the extension forces, we have a chance to increase our yield, our crops and our production, thereby making more grain which may be utilized in livestock feeding.

Boys' and Girls' Club.

The extension department is divided

into three parts—the county agent work; the home demonstration work; and the boys' and girls' club work, and it is the latter I want to speak of especially, because that is the most important phase of extension work.

Our livestock consumes about three-fourths of all the grain produced. I want to mention that before continuing regarding the boys and girls. The U. S. Bureau of Animal Industry has stated that pure bred livestock is forty and four-tenths more efficient than all the other classes of livestock, and, gentlemen, we have in the United States just three per cent of our cattle are pure bred, one and two-tenths of our sheep and three per cent of our swine, so that we have a great chance there to increase the efficiency in our livestock feeding, getting more meat for less feed.

Now regarding the boys' and girls' work, which is such a vital part of the extension work, as the National Committee on Boys' and Girls' Club Work views it, we have twenty-two hundred county agents in the United States, seven hundred and twenty-five home demonstration agents and two hundred and twenty-five state agents. These men, governed by the agricultural colleges, demonstrate in the various counties the better processes of agriculture and home economics.

Six hundred thousand boys and girls in these clubs last year produced seven million dollars' worth of produce at a cost of only four and one-half million, which included the actual cost of production, plus the cost of leadership—a net profit of two and one-half million dollars. One hundred and thirty-six thousand of them are in the livestock clubs, and they own or produced last year over three million dollars' worth of livestock.

The work, therefore, is very vital, because it shows the boys and girls how to do it.

Principal in Boys' Work.

It is not necessary to have all of our future farm managers and we need four hundred thousand of them each year, because four hundred thousand farms become vacant each year, go to college. The club work is not predicted on the idea that they must know the fundamentals, such as chemistry and bacteriology and the rest of it. This was found true in the war department during the war.

It was found that four per cent of the boys that came into the army had the ability to discover, fathom and put into practice fundamental principles. Another thirteen per cent could understand the principles, and when explained, could put them into practice.



ED MERRITT OF INDIANAPOLIS, THE BEAU BRUMMEL OF THE CONVENTION.

Seventy-six per cent, a large class, could not understand the fundamental principles. They are known as the motor mind class. But they can put them into practice once they are explained and shown how to do it. That is the principle of these boys' and girls' club work, organized all over the United States.

I want to appeal to the Institute of packers, and especially to the junior packers who are here, to take an interest in this work. A large number of packers are now supporting it by means of prize money, by means of taking an interest in their local affairs and their counties.

Examples of Progress.

Now just an example or two and I am through, showing how boys' and girls' club work is successful. A boy by the name of John Keating out here in Polk County, Iowa, started in with one pig, a pure bred. He put it in the feed lot. His father thought he would see whether the son was going to make progress, and he put in one of his own. Five and one-half months later the boy's pig weighed two hundred and sixty-seven and one-half pounds. The boy's dad's pig weighed one hundred and twenty-five pounds on the same feed. He got ashamed of it and put it out in the feed lot with the regular herd.

Two brothers started in the next year. They paid \$80 for three pure bred gilts, and after two and one-half years they had a herd worth \$1,600.

Out in Pueblo County, Colorado, the Chamber of Commerce writes me out there they once thought they could not raise corn in Pueblo County. A club boy put in an acre and got a yield of one hundred and thirteen bushels under irrigation. At the present time seventy-eight thousand acres of corn are grown in Pueblo County.

I understand Mr. Nuckolls now has good corn fed pork to kill. I could not verify it from him, but they tell me that the quality of the product out there is much better as a result of the kind of feed they are producing.

Another boy in Minnesota, named Simpson, was paralyzed because of infantile paralysis, and went into this club work. He put in an acre of corn. He lived with his widowed mother on forty acres of land. He had to fairly crawl through that corn to weed it out. With the money he earned in five years he went to high school and to the Minnesota University, and he is now instructor in agriculture in one of the agricultural high schools in Minnesota, and his team won the livestock judging contest at the Minnesota State Fair this year, and they will receive a free trip to the International.

Hope for Livestock.

I could go on for an hour or two giving you instances of this kind of what has been done. Gentlemen, the one hope of improving our agriculture, increasing our crops and getting in pure bred livestock lies in these farm boys. This Committee is endeavoring, and will continue to work to see that every county is reached, and that we have enough boys in these clubs so that our future farm managers will be trained, and when we do that it will insure a sufficient supply of livestock to continue the packing business on its present scale for years to come.

I want to thank you, Mr. Chairman and Juniors, for having this opportunity of being present at this time and speaking to you. (Applause.)

CHAIRMAN MAYER: To close, gentlemen, we will now hear from Mr. Lightfoot, general counsel of Wilson & Company.

Responsibility of the Juniors.

MR. LIGHTFOOT: Mr. Chairman and young men, I am admonished that the time that can be devoted properly to this important feature has already passed. However, I am more than pleased to be present at the inception of a movement which I am sure if continued will result in untold and unbounded benefits, not only to those who are participants, but to the future welfare of this great industry.

The names of the young gentlemen whom we have heard called out are familiar in the packing world. Probably most or all of you are in line to fall heir to an already established business in this great industry.

To take on a responsibility of that kind and carry it to success will be an achievement to which each of you may well look forward. We have examples in the industry today of great leaders of the business world who inherited businesses such as you have before you. It is to their credit that they have carried the business on, have expanded it until their institutions are not only nationally known, but are international distributors of food products.

Deciding on His Future.

It is a great crisis, I think, in every young man's life to decide what his future shall be in the business world. I can remember very well when I had to make a decision on that point, and it is a problem for every young man, and today most young men desire intuitively to seek some other vocation than that of their father's. The privilege of doing that is one of the greatest privileges, I think, under American institutions. In the old countries, usually every son is shackled to his father's trade, and there is very little opportunity for him to branch out into any other line of business, regardless of what his business ability might be. But to have the privilege of entering this great business, this great industry, is one, I think, that should excite the ambition of all young men in this country who have a desire to be associated with a great constructive work of his day and generation.

The packing business today is not what it was when your fathers were young men. The packing business today has evolved, and the men who are at the head of it have evolved it into a great national institution.

It was for many years considered a menace to the welfare of the nation and of the people, but the people are coming to realize, and it lies in your power and in your hands to make them realize that it is not a menace to the welfare of the people, but its greatest servant, a servant which takes an animal on the hoof and transforms it into meat food products and distributes nationally to every hamlet and village throughout this country, and many of the products to foreign countries, and in as sweet and wholesome condition as was possible thirty or forty years ago within a radius of a few miles of the place where it was slaughtered.

Possibilities Are Great.

Not only that, but it has developed a science by which the by-products are transmuted into commercial products and into medicinal products that are essential to the happiness, welfare and well-being of the human race.

To take a great industry of this kind that is so necessary to human welfare and human progress, and to be able to participate in its further evolution and in

its further evolution is a privilege to which any young man might aspire. And it seems to me that you might do a good work in co-operation with the future plans of the Institute, many of you who are in universities and colleges now, to draw the attention of bright and ambitious young men to the possibilities that may lie before them if they enter this great work.

We have a notable example in the experience and history of our illustrious President which should be an inspiration to every young American, and I think it is one of the things that make America great, that a young man without acquaintances, without pull, without advantages that some of us have, can walk into the Union Stock Yards thirty years ago and taking a very subordinate position, work his way up until he stands up ahead of this great institution, the Institute of American Meat Packers, having been exalted there by the suffrage of his colleagues.

And I think that it is an inspiration and should be to every young man, whether he be the son of a principal, or whether he be the son of a superintendent or foreman or a laborer, to encourage him to look to the great possibilities of this industry.

I wish I could talk further to you along these lines, but my time is very limited. However, those of you who will enter this industry and carry it on to great achievements and develop its science to further service for humanity, and for the nation, and who will continue to develop the industry so that it may retain its pre-eminence among industries of this country, to make our own country prominent among the commercial nations of the earth, should do it with enthusiasm.

There Must Be Hard Work.

I do not think there is anything that is quite so disastrous to any young man who has a prospect of inheriting a business than to feel that he is emancipated from the necessity to work.

In order to make a success of this business—and it is composed of hundreds of competing, component parts, you must meet the best minds and the developing forces, if you are to continue the business which you may receive. Therefore, it is not only necessary for you not to rely upon hiring minds that will make it a success, but you will study it in all its branches, its business and commercial relations, and in its scientific development, in order that you yourself may be able to develop and have carried on to higher planes of success and achievement, and not to be content with the forces that you might bring around you, but equip yourself and qualify yourself to know every detail and every branch of the business, and go into it with that enthusiasm which a little study might illustrate.

There was a community down South where the pastor of a Negro church thought that he might help his congregation by inviting an evangelist to come there and preach to them. So accordingly the evangelist arrived and rose to preach to a very large congregation of darkies, but before he did so the pastor of the church said: "Brother Jones, before you begin to preach, I believe that I had better pray for you. We have got a lot of mighty mean, indolent niggers in this congregation. I believe you need the help of the Lord, if you are going to do any good."

Brother Jones says, "I am very glad to have you lead us in prayer."

He prayed to the Lord in this fashion: "Oh, Lord, give Brother Jones the eye of an eagle that he may see sin from afar; glue his ear to the gospel telephone and connect him with the singers in the skies; nail his hands to the gospel plow, and bow his head in some low valley where prayer is much wanted to be made; and anoint him all over with the kerosene oil of salvation and set him on fire." (Applause and laughter.)

CHAIRMAN MAYER: It would be improper for us to adjourn, gentlemen, without announcing that another junior entered the hall a few minutes ago, Mr. L. F. Swift, Jr. (Applause.)

Message to J. C. Dold.

SECRETARY HEINEMANN: Mr. Chairman and Gentlemen.—I would like to have permission to put the following in the form of a motion, with your approval, that a telegram be sent to Mr. J. C. Dold, the organizer of this luncheon, as follows:

"Today's Junior Luncheon, conceived by you and carried out along the plan so ably outlined, has given us opportunity that will be long remembered by all who participated. It proved to us that the future of the packing industry is assured, for no industry with such a reserve of splendid young men could move backward. We, both seniors and juniors, join in an expression of appreciation of this splendid opportunity of bringing our respective groups into better acquaintance and understanding."

(The motion was duly seconded, put by the chair and carried unanimously.)

CHAIRMAN MAYER: Gentlemen, the hour is late, and I express the wish of the President and Mr. Heinemann that we, immediately upon adjournment, repair to the hall opposite to continue the afternoon session.

The meeting is adjourned.

FINAL CONVENTION SESSION.

Wednesday, Oct. 11, 2:15 P. M.

President Thomas E. Wilson presiding.

CHAIRMAN WILSON: We are going to change the order of business a little, and we will first hear from the Obituary Committee.

MR. L. H. GUTHERY: Mr. Chairman, the Obituary Committee offers the following resolution:

Report of Obituary Committee

Whereas, God in His infinite wisdom has removed from our midst the past year many of those who have long been identified with this great industry; and

Whereas, it is our solemn duty to remember them even in death; therefore, be it

Resolved, That there be spread upon the record of this convention evidence of our sorrow at their loss, and that this convention unanimously express its sympathy for the relatives and families of the departed; and be it further

Resolved, That these names of those who have passed away during the year just closed be added to the roll of our honored dead:



THE MOST POPULAR MAN AT THE DRAKE—GUESS WHO?



JOHN FELIN IS ALL THE TIME BUILDING PACKING PLANTS.

Joseph Allerdice, Indianapolis, Ind.
 J. George Auth, Washington, D. C.
 J. W. Bridge, Chicago, Ill.
 Louis H. Comstock, Providence, R. I.
 Jacob E. Decker, Mason City, Iowa.
 John J. Dolphin, Buffalo, N. Y.
 Robert C. Fearman, Toronto, Canada.
 August C. Hofmann, Syracuse, N. Y.
 James A. Howard, New York City.
 John G. Irwin, Sioux City, Iowa.
 E. B. Linton.
 Henry Lohrey, Pittsburgh, Pa.
 H. K. McBride, Chicago, Ill.
 Charles R. MacDonald, New York City.
 John H. Morrell, Ottumwa, Iowa.
 Martin Myer, Chicago, Ill.
 Dennis O'Neill, Chicago, Ill.
 Eugene W. Penley, Auburn, Maine.
 I. P. Pupkin, New York City.
 Julius Somers, Mineola, Long Island.
 Major Thomas P. Spilman, Ottumwa, Ia.
 Emil Strauss, Chicago, Ill.

Respectfully submitted,

L. H. Guthery,
 E. D. Henneberry,
 E. F. Rath,
 Frederick E. Luley,
 C. H. Ogden,

Obituary Committee.

Mr. Chairman, I move the adoption of the report. (Motion duly seconded.)

CHAIRMAN WILSON: It has been moved and seconded that the report of the Obituary Committee be adopted. As a token of respect, I would ask the gentlemen in closing on the subject that they rise to their feet, and those in favor will signify by saying aye. (The motion was unanimously carried, the members standing.)

VICE-PRESIDENT HEINEMANN: I would like to suggest, if any names do not appear thereon, within the knowledge of those present, that they be passed to us, so that they might be included in the resolutions.

CHAIRMAN WILSON: Dr. Eagle, of the Resolutions Committee, are you ready to report?

DR. EAGLE: Yes, sir.

CHAIRMAN WILSON: We are ready to hear from you.

Resolutions Committee Report

DR. EAGLE: The Resolutions Committee offers the following resolutions for the consideration of the Convention:

The Department of Agriculture.

"Whereas, the U. S. Department of Agriculture, under the able direction of the Honorable Henry C. Wallace, Secretary, has rendered inestimable service to the entire livestock industry by bringing direct facts to the attention of the public concerning American produced meats, and meat food products, thus helping to correct misinformation both at home and abroad relative to the food value and quality of American produced meats; and

Whereas, this fair-minded and impartial policy on the part of this great Government department is of benefit to producers, packers and public alike; be it

Resolved, that the entire meat industry of the United States owes a debt of gratitude to the Honorable Secretary of Agriculture; and be it further

Resolved, that this resolution be spread on the minutes of the meeting of the Seventeenth Annual Convention of the Institute of American Meat Packers, and that a copy of this resolution be forwarded to the Honorable Secretary of Agriculture."

CHAIRMAN WILSON: What is your pleasure, gentlemen?

(On motion duly made, seconded and carried, the resolution was adopted as read.)

American Merchant Marine.

DR. EAGLE:

"Whereas, the packing industry of the United States is the largest industry of this country, and is engaged in the exportation and importation of its products and raw

material, the value of which is equivalent to as much as 20 per cent of our foreign commerce, hence it is vitally interested in adequate ocean transportation facilities; and

Whereas, a large amount of the cargo shipped by them is of a perishable nature; therefore be it

Resolved, that the Institute of American Meat Packers heartily approves of the efforts put forth by this Government to secure and maintain an American Merchant Marine; and further

Resolved, that such American Merchant Marine should provide not only adequate facilities for the carriage of ordinary cargo, but should also provide suitable facilities for the receipt, handling and delivery of perishable freight in refrigerator and cooling chambers, so as to provide an increased freight outlet for the products of American farms."

CHAIRMAN WILSON: What is your pleasure, gentlemen?

(On motion duly made, seconded and carried, the resolution was adopted as read.)

Opposed to Hague Rules.

DR. EAGLE:

"Whereas, the Hague Rules, 1921, were framed without the advice or assistance



DR. R. F. EAGLE
 (Wilson & Company, Chicago)
 Chairman Committee on Resolutions.

of any American shippers and were offered to the shipping public as a ready-made and unchangeable code to govern future bills of lading on ocean shipments; and they received the careful consideration of one of the committees of the Institute, whose unanimous opinion was that the adoption of this code would not give necessary protection to the American shippers to foreign countries; therefore, be it

Resolved, that that judgment be now confirmed and the Institute of American Meat Packers hereby places itself on record as being unanimously opposed to the adoption of any code whereby the protection now afforded by the Harter Act of 1893 would be weakened or destroyed; and be it further

Resolved, that the Institute of American Meat Packers urge that the American delegation attending the forthcoming international conference at Brussels be requested to use every effort to perpetuate all of the protection of American exporters which they now enjoy under the existing laws of this country, with such further provisions as may be necessary to definitely fix the liability of ocean carriers for the safe carriage and delivery at destination of cargoes entrusted to them."

CHAIRMAN WILSON: What are your wishes, gentlemen?

(On motion, duly made, seconded and carried, the resolution was adopted as read.)

CHAIRMAN WILSON: I will say, on all these motions, if anybody has anything to suggest in connection with them, whether the question is asked or not, that we would be delighted to have them insert themselves into the subject.

Urge Support of Meat Board.

Whereas, the formation and functioning of the National Livestock and Meat Board is one of the most gratifying occurrences in the history of the livestock and meat industry, and

Whereas, this Board is a splendid example of and precedent for co-operation among various factors of the industry—producer, commission men, packers and retailers—for the benefit of the industry and the public, and

Whereas, the purpose and activities of the Board are designed to increase meat consumption per capita, and

Whereas, the Board, with proper support, is certain to effect the object for which it was organized and thereby achieve tangible benefit for agriculture, for industry and for the public; therefore, be it

Resolved, it is the sense of this meeting

That the Board be vigorously encouraged and supported;

That members of the Institute situated at markets where the commission men or livestock exchanges are not making the collection requested by the Board, bring to the attention of the commission men and exchanges the importance and desirability of making such collections.

That members of the Institute not situated at markets where provision for collection has been planned through commission men and exchanges, should consider the advisability of making the collection from shipper and buyer and members are urged to establish communication on this subject with the Secretary of the National Livestock and Meat Board, Mr. W. J. Carmichael, whose address is the Old Colony Building, Chicago; and

That the Meat Industry hereby expresses its appreciation of the purpose, plans and efforts of the Board to check the decrease in meat consumption per capita and to bring about an increase."

CHAIRMAN WILSON: That is the resolution presented this morning by Mr. Good, of California, following the talk by Mr. Leonard, Chairman of the Board.

(On motion duly made, seconded and carried, the resolution was adopted.)

Standardizing of Containers.

DR. EAGLE: "Whereas, our Committee on Standardized Containers has shown so conclusively that great economies can be effected through the packing and shipping of our product in a few well-selected and standardized containers instead of in that motley array of assorted sizes heretofore found upon the market; and

Whereas, a uniform practice of packing and shipping is bound to be mutually beneficial to the manufacturer of containers, the packers, the carriers, the dealers and consumers, through the lessened cost incident thereto; now, therefore be it

Resolved, That the Institute of American Meat Packers, in convention assembled, recognize the need of the standardization of containers and accordingly endorses the work of its Committee on Standardized Containers, and urges that its members adopt and use those containers of the specifications approved and recommended by said Committee."

(On motion duly made, seconded and carried, the resolution was adopted as read.)

Bonus for Healthy Hogs.

DR. EAGLE: "Whereas, the losses on hogs condemned and sterilized for tuberculosis during the past fiscal year represents an average loss of nearly ten cents per hundred pounds live weight on all hogs

slaughtered under Federal Meat Inspection in the United States; and

Whereas, a recent movement has been inaugurated whereby entire counties are to be made practically free from this infection through the expenditure of funds appropriated for this purpose by the Federal Government, the State and the counties co-operating; and

Whereas, the National Live Stock Exchange in convention assembled at Kansas City, Missouri, May 18th to 20th, 1922, unanimously passed resolutions urging all hog buyers in the United States to agree to pay a bonus of ten cents per hundred pounds live-weight on hogs bred and fed in a county certified by the Federal Government and the State co-operating as being free from tuberculosis; be it

Resolved, That The Institute of American Meat Packers in annual convention held in Chicago, October 9th to 11th, 1922, gives hearty approval of the payment of this bonus when the proper certificate is presented by the owner or his commission firm at the time of the sale transaction, recognizing the fact that hogs free from tuberculosis are worth approximately ten cents per hundred pounds live weight more than the average run of hogs of the same quality that are being sold at all markets in the United States at the present time.

We believe this to be a deserving recognition of the enterprise of local communities in various parts of the United States in making an effort to eradicate tuberculosis from cattle and hogs which has been and still is a serious menace to the live stock industry of the United States."

(On motion duly made, seconded and carried, the resolution was adopted as read.)

Boys' and Girls' Club Work.

DR. EAGLE: "Whereas, the packing business as conducted on its present scale can be maintained only through the future growth and prosperity of livestock industry; and

Whereas, The Institute of American Meat Packers are aware that there is a great work to be done by the extension departments of the Agricultural colleges, the United States Department of Agriculture co-operating, in furthering the livestock industry by demonstration work, in breeding, feeding, and in increasing the number of pure-bred sires;

"We therefore declare that it is our firm belief that the Boys' and Girls' Club work

is the most productive phase of extension work in carrying out this program, and wish to go on record as favoring an increase of the movement among farm boys and girls, by having a larger number of the extension agents devote all of their time to Boys' and Girls' Club work, and to call upon the Agricultural Colleges and the United States Department of Agriculture to devote more effort in this direction, so that our farm youth in every agricultural county in the United States may receive the benefits of this outstanding piece of extension work."

(Upon motion, duly made, seconded and carried, the resolution was adopted as read.)

DR. EAGLE: "Whereas, it is the consensus of opinion that the Seventeenth Annual Convention of the Institute of American Meat Packers is the most successful that the institute has ever held; and

Whereas, this success was made possible only through the untiring efforts of those who so ably discussed matters of vital importance to the industry and also to those who were personally responsible for all arrangements, both social and otherwise, for the proper conduct of the Convention; be it

Resolved, That this resolution be accepted by each and every one that was engaged in this successful enterprise as expressing to them the appreciation of the Institute membership.

(Upon motion, duly made, seconded and carried, the resolution was adopted as read.)

DR. EAGLE: That completes the report of the Resolutions Committee, Mr. President.

Not for Government Ownership.

MR. LIGHTFOOT: Mr. President, on the part of the Committee's report which has heretofore been adopted, I believe that the language used in the first section of the resolution might be susceptible of the interpretation that it would be an endorsement by the Institute of the ownership and operation by the Government of the merchant marine, because the language says:

"Resolved, That The Institute of American Meat Packers heartily approves of the efforts put forth by this Government to secure and maintain an American Merchant Marine."

In order to clear that up, which I am sure would not be the intention of the Committee, I would suggest the following

amendment, so that the Resolution would read as follows:

"Resolved, That The Institute of American Meat Packers heartily approves of the efforts put forth by this Government to encourage the establishment and maintenance of an American Merchant Marine which the Institute believes should be privately owned and operated; and be it further

"Resolved, That such American Merchant Marine should provide not only adequate facilities for the carriage—" and so on.

I think that amendment to that language would clear up that point, and to that end I make a motion, having voted in the affirmative, that we re-consider the vote by which this resolution was adopted.

CHAIRMAN WILSON: Mr. Herrick, I understand this resolution came from your Committee.

MR. HERRICK: It came from the Traffic Committee, Mr. President, but I am sure that Mr. Lightfoot's motion to reconsider would be satisfactory to them.

(Motion to reconsider was duly seconded and carried.)

CHAIRMAN WILSON: Now submit the new motion.

MR. LIGHTFOOT: I now offer a motion that the Resolution as amended and just read be adopted.

(The motion was duly seconded and carried.)

CHANGES IN BY-LAWS.

CHAIRMAN WILSON: Now, gentlemen, we have for consideration some changes in the by-laws, and those changes are made necessary by action on the part of the Executive Committee yesterday afternoon. The consideration of these changes is before you. The object of these changes, or objects, are to accomplish three or four important changes in the operation of the Institute.

The work of the President during the past year or two has, from the standpoint of the Executive Committee, become too laborious, and we are striving to find a way wherein the policies and objects of the Institute may be continued without loading so much labor and responsibility upon the shoulders of the President, by finding a way to relieve him to some extent, at the same time leaving him full authority, and leaving him plenty of responsibility, in my opinion.

The moves are these. First, we want to relieve the President of the chairmanship of the Plan Commission and make that an elective office, by action of the Convention.

We want to create, in addition to that, a central advisory or administrative committee, consisting of three members, with the President of the Institute as Chairman of that Committee, one of the three members to be the Chairman of the Plan Commission, all three of those members on the Central Administrative Committee to be elected by the membership, so that the membership will have full control of that Committee.

That Committee, as I have said, will be headed by the President and consist of three additional members, all of whom shall be members of the Executive Committee, and that Committee will be responsible directly to the Executive Committee, as the President is today, and always has been, under our by-laws, directly responsible to the Executive Committee.

The responsibility for the policies of the Institute will remain as heretofore in the hands of the Executive Committee, and the responsibility for the execution of them will be in the hands of the President, with this central administrative Committee.

We are anxious to establish in the Institute two co-ordinate departments, one having to do with the Association and headed by Mr. Heinemann, as it has always been; one having to do with education and research, headed by Mr. W. W. Woods,



NO WONDER THE REGISTRATION DESK WAS POPULAR.

Jake Hoffman of Chicago, George Franklin of Pittsburgh and Fred Dold of Wichita are right in line.

who, as a matter of fact, has headed up that department of the work of the Institute. There is perfect agreement with this Amendment as to the division of the work. The purpose is to make Mr. Woods a Vice-President, the same as Mr. Heinemann.

However, Mr. Heinemann will be the final authority with reference to the personnel of the organization of the Institute. I mean by that, that the question of the personnel in the department, and so forth, will finally come under his jurisdiction. I do not mean by that that Mr. Heinemann would, and I know that he would not anyway, take upon himself the responsibility of directing the move of every member of the Institute, but would work through the head of the Division of Education and Research, and accomplish in that way anything that he wished to accomplish with reference to any of the employees in that department.

I think, briefly, gentlemen, that outlines the purpose of these suggested changes in the by-laws. They are before you, and I think you will get a complete size-up of these changes by glancing through your memorandum.

I mention this because it has to do, and will have a bearing upon the report of the Nominating Committee. They have been requested, in anticipation of your acting favorably upon this suggestion and these changes as recommended by the Executive Committee, to prepare their list of nominees to comply with this changed condition.

If it is your pleasure that the Vice-President read these changes, that you might take action on each one as you go along, we will have that done, but if in a general way you want to authorize the changes as outlined in the memorandum in the hands of each one of you, a motion to that effect will be in order.

MR. ROHE: I was going to suggest, Mr. Chairman, that very thing you suggested, that it be read by Mr. Heinemann, and I think we can pass on each one as we go along.

VICE-PRESIDENT HEINEMANN: The proposed changes are set in italics in the memorandum before you. Where it is supposed to omit or change existing text, a rule is run through that part to be omitted or changed.

The changes as presented are:

Article 2 of the Constitution.

DUTIES OF THE VICE-PRESIDENTS.

Article 2. One Vice-President shall be designated by the Executive Committee to have charge of the Association and administrative matters of the Institute, to keep a record of all meetings, and of all other transactions and affairs of the Institute of which a record is commonly kept; issue all official notices; keep a roll of the members, conduct the correspondence; and perform all other duties incidental to his office; *Another Vice-President shall be designated by the Executive Committee to direct the Department of Education and Research of the Institute.* They shall receive such remuneration for services and expenses as may be decided upon by the Executive Committee.

(On motion duly made, seconded and carried, the Amendment was adopted.)

VICE-PRESIDENT HEINEMANN:

Article 4 of the Constitution.

OFFICERS.

"Article 4. The officers of the Institute shall consist of a President, five Vice-Presidents, Treasurer, and a Board of fifteen directors, five members of which shall be elected to serve one year, five to serve two years, and five to serve three years, and thereafter as their terms expire all directors shall be elected to serve for a term of three years.

Three of these directors shall be elected to serve with the President as a Central Administrative Committee for the purpose of carrying out the policies and plans authorized and approved by the Executive Committee. One of these three directors

shall be elected as Chairman of the Institute Plan Commission.

The Board of Directors, together with the President, five Vice-Presidents and Treasurer, shall constitute the Executive Committee, of which the President shall act as Chairman. All officers and directors (with the exception of the Vice-Presidents in charge of the executive detail work of the Institute) shall be elected from the regular members, and shall be elected by ballot at the regularly called annual meeting, or at a special meeting taking the place of such regular meeting."

(Upon motion, duly made, seconded and carried, the amendment was adopted.)

VICE-PRESIDENT HEINEMANN:

Article 12 of the By-Laws.

AMENDMENTS TO BY-LAWS.

Article 12. The By-Laws may be amended, or new By-Laws adopted, by a two-thirds vote of the Executive Committee, or any regular or called meeting of said committee, provided that twenty-one days' previous notice of such intention, stating the nature of the proposed By-Law or amendment, be sent to the Vice-President in charge of association and administrative matters, who shall at once notify each and every member of the Executive Commit-



A. D. WHITE
(Swift & Company, Chicago)
Chairman Nominating Committee.

tee. Such notice shall not be required when such changes are unanimously approved by those attending the meeting of the Executive Committee."

(On motion duly made, seconded and carried, the Amendment was adopted.)

Is the Nominating Committee ready to report?

Nominating Committee Report

MR. A. D. WHITE: Mr. President, the Nominating Committee wishes to place in nomination the following:

President: Charles E. Herrick, Brennan Packing Co., Chicago.

Vice-Presidents: C. B. Heinemann, Institute of American Meat Packers, Chicago, Ill.

W. W. Woods, Institute of American Meat Packers, Chicago, Ill.

Gustav Bischoff, Jr., St. Louis Independent Packing Co., St. Louis, Mo.

J. C. Dold, Jacob Dold Packing Co., Buffalo, N. Y.

J. J. Felin, John J. Felin & Co., Inc., Philadelphia, Pa.

Treasurer: John T. Agar, William Davies Co., Inc., Chicago, Ill.

Chairman of Institute Plan Commission: Thomas E. Wilson, Wilson & Co., Chicago, Ill.

Central Administrative Committee: Charles E. Herrick, Brennan Packing Co., Chicago, Ill.

Thomas E. Wilson, Wilson & Co., Chicago, Ill.

G. F. Swift, Jr., Swift & Co., Chicago, Ill.

T. Davis Hill, Corkran, Hill & Co., Baltimore, Md.

Directors (3 years): J. Ogden Armour, Armour & Co., Chicago, Ill.

Edward Morris, Jr., Morris & Co., Chicago, Ill.

Thomas E. Wilson, Wilson & Co., Chicago, Ill.

T. Davis Hill, Corkran, Hill & Co., Baltimore, Md.

Thomas P. Breslin, Standard Packing Co., Inc., Los Angeles, Cal.

Directors (2 years): J. A. Wiederstein, John Hoffman's Sons Co., Cincinnati, O.

Respectfully submitted,

A. D. WHITE, Chairman.

MYRON McMILLAN,

A. T. ROHE,

G. HARVEY NUCKOLLS,

J. B. McCREA.

MR. MYRON McMILLAN: Mr. Chairman, I move the Secretary be instructed to cast the unanimous ballot of the Institute for the nominees as read.

MR. A. T. ROHE: Seconded.

(The motion was put by the Chair and unanimously carried.)

CHAIRMAN WILSON: The Secretary is instructed to cast the ballot for the list of officers and directors as read by the Chairman of the Nominating Committee. Will you report, Mr. Secretary.

VICE-PRESIDENT HEINEMANN: Mr. Chairman, at the direction of those present, I will, as Secretary of your Association, indicate the unanimous approval of all candidates submitted by the report of the Nominating Committee.

CHAIRMAN WILSON: Will Mr. Herrick please step forward and take the gavel. (Applause.)

It gives me great pleasure, Mr. Herrick, to turn over the gavel to you. I know it will be in good hands, knowing that you can depend upon the endorsement and co-operation of every member of the Institute, myself included. Success to you. (Applause.)

(President Charles E. Herrick at this point took the Chair.)

The New President Speaks.

PRESIDENT HERRICK: Gentlemen, I am sure you would not expect me to make a speech at this time, especially under these conditions. My heart is too full to do it. I can only hope to, as the standard bearer, carry on in such measure as I may the work which Mr. Wilson has so wonderfully started, and which is going on so satisfactorily at the present time.

The pledge of support is certainly the only basis on which I could accept such a position of honor as you have tendered to me. I promise you one and all to do my utmost towards the carrying on of the work of this wonderful institution.

I am sure that any President, whoever he might be, would feel justified at a time like this in asking the support not only of the staff in the office at headquarters, on which I feel sure I may count, but also the support of every one of you members, in carrying out this work of your institution. You have laid out a program, and if that can be accomplished I am sure the credit will be yours, and not that of any single administration.

MR. THOMAS E. WILSON: Mr. Chairman, I would like to suggest, if any of the newly elected officers are present, including Mr. Woods, that they be called upon to step to the platform. I hope they are not sneaking out. (Laughter.)

PRESIDENT HERRICK: The newly elected directors and officers will please come forward, so that they may all see you.

(The newly elected Officers and Directors present took places at the speakers' platform.)

Vice President Woods Introduced.

MR. W. W. WOODS: Mr. Chairman, do not know whether you wanted me to say anything or not. Of course, I deeply appreciate being elected as Vice President of the Institute. I have tried as best I could to serve you honestly and energetically, and I shall continue so to try, and I thank you from the bottom of my heart. (Applause.)

MR. GUSTAV BISCHOFF, JR.: I endorse those sentiments. (Applause.)

MR. J. WIEDERSTEIN: Mr. Chairman and gentlemen, we are glad to have Cincinnati on the map in Chicago. (Applause.)

PRESIDENT HERRICK: Gentlemen, Is there any further business to be presented to this convention? If not, the Seventeenth Annual Convention of the Institute will stand adjourned. We are adjourned. (Applause.)

Report of the Committee on Industrial Relations

CHAIRMAN HARVEY G. ELLERD: On behalf of the Committee on Industrial Relations, I make the following report of activities during the past year:

It has been the aim and endeavor of this committee to give assistance and advice to members of the Institute in the formulation of intelligent labor policies and in the solution of problems having to do with employee relations. This, of necessity, is work on which it is difficult to measure results with definiteness.

The committee believed that the most practical way to carry on this work was through publication in THE NATIONAL PROVISIONER of articles on various phases of industrial relations. During the past year, nearly every issue of THE NATIONAL PROVISIONER has contained an article of this nature. These articles have been in the nature of the exchange of information with regard to practices which other members of the Institute have found to be sound and helpful; also the experience from similar experiments in other industries. A few of the subjects of such articles give an idea of the sort of information which this committee has attempted to pass along to members of the Institute:

Packers and Their Employees.
Employees' Mutual Benefit Funds.
To Select and Place Employees.
Value of Physical Examination.
Safety, Health and Sanitation and other subjects of similar nature.

The committee answered some twenty-five inquiries from members of the Institute, also answered a number of inquiries from people on the outside with regard to labor and working conditions in the industry.

Naturally, the work of this committee was very seriously interrupted by the strike of last December and it is likely that we would have accomplished a great deal more had it not been for this interruption.

The committee gave very serious consideration to methods of collecting and distributing data with regard to wage conditions in the industry, but were unable to work out any practical method of carrying on this very important work.

It is our hope that some little good may have been derived from the humble efforts of this committee. It must be appreciated that the subject of industrial relations is one that is fraught with the greatest differences of opinion and is a subject that is highly controversial. Your committee could not in any sense attempt to formulate labor policies for the members of the Institute, but could only pass along the results of various experiments in industrial relations for the enlightenment of the members and for such use as

they might care to make of these practices.

It is particularly encouraging and gratifying that at the present time the packing industry enjoys the esteem of the public for its intelligent labor policy. The strike of last December was merely the struggle of the leaders in organized labor to dominate this industry. Its failure indicated that outside leadership was not desired by the workers in the industry and that they are satisfied to accept the leadership of their own fellow-workers under plans of employee representation or by direct dealing with their employers.

Report of the Committee on Packing House Practice

CHAIRMAN F. J. GARDNER: The Committee on Packing House Practice has received during the year just passed an average of about three questions a week asking for information on a great variety of subjects relating to the manufacture, preservation and care of packing house products; on apparatus for manufacturing and handling such products; on formulas, yields, etc.; as well as on defects in the quality of products due to various



F. J. GARDNER
(Swift & Company, Chicago)

Chairman Committee on Packinghouse Practice.

operating conditions, and other troubles arising in the operation of the various packing house departments.

The more important of these questions have been submitted, chiefly by correspondence, to the various members of the Committee, and replies to the inquiries have been formulated from the information thus obtained. In many cases where such consultation did not seem to be required replies were formulated without it.

In answering these inquiries it has often been difficult to give the information which the committee could feel sure would really meet the needs of the inquirer in helping him solve his problems, and, at the same time, avoid suggestions which might not fit in with his operating conditions, or might be misleading. The meager information regarding such conditions given in some of the inquiries has added very much to the difficulty of formulating intelligent and useful answers.

It is suggested that all members of the Institute sending inquiries to the committee on packing house practice give as full information as practicable about the conditions underlying the subject of their inquiries, so that the committee may have all the information needed in answering.

Without such information it is often necessary for the committee to conjecture or assume these conditions and base replies on these assumptions which may not be entirely suitable.

The Institute has been requested to send a representative to the meeting of the American Humane Society at St. Paul in October to discuss the subject of humane slaughtering of animals. A meeting of the Packing House Practice Committee was held to discuss this question and as a result a representative has been selected to attend the St. Paul meeting. This is a subject which should have the careful attention of every member of the Institute.

Trusting that the information given by the committee in the answers to the inquiries submitted has been of practical service not only to the inquirers but to the members of the Institute generally, this report is respectfully submitted.

Report of the Committee on Standardized Containers

CHAIRMAN J. P. DOWDING: The report of the Committee on Standardized Containers will give you as briefly as possible what it has been doing, and its plan in having the members of the Institute adopt the standard containers:

This committee has held meetings each week since January and have sent the following recommendations to the members:

1. Recommendations on boxes and crates, sent to the members on March 1.
2. Recommendations for the minimum specifications of crates for lard and lard substitute in tins and cartons, sent to the members on March 1.
3. Recommendations for provision boxes to pack fresh pork, smoked meat, sausage and cooked hams, sent to the members on March 16.
4. Recommendations on wooden boxes, sent to the members on March 20.
5. Recommendations on lard tins, sent to the members on June 19.

We wish to state that, in making these recommendations the committee always had in mind the importance attached to making any change in size or style of packages, and, before making any conclusions, invited to our meetings representatives of industries supplying such containers or packages. Also, in making these recommendations we gave careful consideration and study to the specifications adopted by the National Association of Box Makers and the United States Government Forest Products Laboratory.

Hard to Standardize Lard Tins.

In this report we think we should mention the difficulty in trying to standardize lard tins. It is our understanding that during the year 1918 the packers mutually agreed with the United States Food Administration to pack lard in tins 2 pounds net, 5 pounds net, 10 pounds net and 50 pounds net, and to eliminate the 3 pound and 20 pound pails, also the undersized pails such as 2 pounds 5 ounces, 4 pounds 2 ounces, 8 pounds 10 ounces. We find that some of the packers continue to put up these odd or undersized tins. One of the reasons for this is that some of the smaller can makers have not as yet properly equipped their machinery to make the standard sized packages. In regard to this will say that at a joint meeting held by this committee with the manufacturers of tin cans, that they promised this committee they would be in shape to manufacture standard sized tins by January, 1923.

But the principal reason that some of the packers are still continuing to put up these small sizes is that in territories especially in the South, lard is sold by the tin, and these odd weight tins make unfair competition, and unless these few packers putting up odd sized tins adopt

the standard sizes, it will mean that the other packers will have to go back and put up odd sized tins to compete with this competition.

We expect to have a broad program next year, and we expect to have the benefit of the experience of every member of the Institute. We expect to prepare a questionnaire and send it to every member asking them to make suggestions as to containers of any description that the Committee on Standardized Containers can work on.

Our experience this last year has proven the fact that great economy can be made along this line in the industry, and while this year we have merely blazed the trail, the coming year, with the assistance of the members of the Institute, the Committee on Standardized Containers expect to put money in the cash drawers of the Institute members.

Report of Committee on Nutrition

CHAIRMAN WILLIAM D. RICHARDSON: Your Committee on Nutrition begs leave to report as follows:

At last year's convention of the Institute you will recall that the report of the Committee on Nutrition consisted of brief addresses by the three chairmen of sub-committees as then organized, namely, the Sub-Committee on Corrective Education, the Sub-Committee on Constructive Education and the Sub-Committee on Research.

At that time the Committee on Nutrition was handling all correspondence direct, as well as writing and editing various educational papers and pamphlets on the subject of the place of meat in the diet for the use of the Bureau of Public Relations. This work required much time of the members of your committee which they could ill afford to spare, and as the work increased it became quite impossible for the committee to handle it promptly and efficaciously.

Nutrition Specialist's Work.

At this juncture the committee was fortunate in being able to secure Dr. E. B. Forbes, formerly of the Ohio State Experiment Station, as specialist in nutrition. Dr. Forbes at once took up his post in the Institute office and began handling the routine matters of correspondence and furnishing nutritional material required by the Bureau of Public Relations. Needless to say, this relieved the Committee on Nutrition of much of its former detail work to the advantage of all concerned. Dr. Forbes will report in person on the work he has been doing for the Institute.

Unfortunately for the Institute, Dr. Forbes has recently received a call from Pennsylvania State College to take up the work of animal nutrition there in place of the late Dr. Armsby, a scientist of national reputation. Dr. Forbes leaves the Institute to begin his new work with the best wishes of your officers and members of the Committee on Nutrition. His work during the past year in initiating the program of this committee in connection with publicity work on the place of meat in the diet has been highly commendable.

At the present moment this committee is engaged in the selection of a successor to Dr. Forbes and hopes soon to be able to announce the successful candidate.

The appointment of a specialist in nutrition reduced the amount of detail work required of the committee to a negligible quantity, and at the same time gave the committee more time for deliberation in its advisory and consulting capacity. On the one hand, the Institute is enabled to handle its nutritional work to better advantage, and less time is demanded of the members of the committee on nutrition for work outside of their regular activities.

The future plans of your committee are bound up with the enlarged activities of

this Institute as outlined in the announcement of President Thomas E. Wilson last May. That plan calls for the development of a Department of Research and involves the appointment of a Director of Research later on. It seems logical, therefore, that the specialist in nutrition would in time become a part of the research organization. For the present, however, the nutrition work will be handled as formerly by the Committee on Nutrition acting in an advisory capacity and the specialist in nutrition handling detail work at the office of the Institute.

Sane Policy on Nutrition.

From the first, the policy of the Institute in connection with nutrition and the place of meat in the diet has been a conservative one. No word has been written, no letter issued, no pamphlet published that was not based on scientific facts, as determined by the latest researches of the men most eminent in this field. The committee has felt that, because of the assured place of meat in the diet, it could afford to be patient and liberal in its treatment of those misguided persons who have had occasion to criticize the abundant use of meat as a foodstuff.

Therefore, although meat products have been steadily attacked by various inter-

nection with the selection of foodstuffs are right and scientifically justified, and they will continue to give meat the same prominent place in the diet as heretofore.

Urging Use of Cheaper Cuts.

To go from generalities to particulars, the committee has been specially interested in acquainting the public with the facts in regard to the nutritional value of the cheaper cuts and the organs, such as liver, kidney, sweetbreads, hearts, etc. The latter are especially valuable for their content of vitamins, those little-known substances of such high potency in maintaining the health and vitality of the human organism. In particular, liver and kidney have been found to be among the richest sources of these vitamins. These facts have been fully set forth in the bulletins and other literature which have been sent to the members of this Institute, and also in letters and pamphlets sent to interested persons.

The Committee on Nutrition has been actively at work for a little more than a year, but in that space of time the amount of work accomplished has been very large. Anyone who has followed the matter closely must have noticed during that interval the disappearance of written articles and advertisements containing adverse references to meat. When this committee took up the work such references appearing in the public print were numerous, but one by one they have been almost entirely eliminated and by methods which were entirely ethical, scientific and business-like. A continuation of the same policy cannot fail to result in benefit to the industry.

Report of Committee on Public Relations

Chairman G. F. Swift, Jr.: In order to reduce the statement of its most important types of activity to the shortest possible form, the Committee on Public Relations will present a tabular analysis of some of its work.

It should be stated here, however, that this report will concentrate on the educational publicity carried on by the Bureau of Public Relations, since this phase of the Bureau's work has been conducted under the direct and primary supervision of this committee. The report does not cover other important activities of the Bureau of Public Relations—such as nutrition, home economics, retail merchandising, special work on livestock handling losses and product delivery, et cetera—which were done by the Bureau under the primary supervision of the president of the Institute or other committees with the counsel and close co-operation of the Committee on Public Relations. We believe the report will indicate in a measure, however, to what a helpful degree the work done under the direct supervision of the Committee on Public Relations has forwarded the work of other committees, including the work in some of the fields enumerated just above.

Survey of Publicity.

The publicity work of the Institute in the period between our 1921 convention and our 1922 convention has been of the following general types:

1. Press Publicity.
2. Booklet and Leaflet Publicity.
3. Motion Picture Publicity.
4. Preparation of Special Articles.
5. Preparation of Exhibits.
6. Speakers' Bureau.
7. Compilation and Issuance of Statistics.
8. Information Service.
9. Publication of Meat and Livestock Digest.
10. Special Educational Publicity: (a) Local Deliveries; (b) Retail Merchandising; (c) Livestock Handling Losses.
11. Co-operation with other Organizations: (a) Association of Organiza-



DR. W. D. RICHARDSON
(Swift & Company, Chicago)
Chairman Committee on Nutrition.

ests, it has been the policy of the Committee on Nutrition and the Institute, while advocating the use of meat in the diet, never to attack other foodstuffs either directly or indirectly. By this system of fair play, of live and let live, it has been found possible to dissuade the great majority of writers and advertisers from making statements derogatory to meat.

In pursuing this policy we have consistently called attention to the scientific facts in the case, and have clearly shown our critics that they were standing on a false basis, and that their statements and conclusions were unscientific and unwarranted. In this connection, it is noticeable that in the majority of written matter and advertisements derogatory to meat a direct comparison of the advertised foodstuffs with meat is made. Also in other advertising matter not specially derogatory to meat a comparison with meat is made.

This is the highest compliment which could be paid to meat as a foodstuff and an unconscious acknowledgment of its desirability and superiority. As a matter of scientific fact, the time-honored custom of building the daily menu around meat as a center is perfectly sound, and it seems only necessary to assure the consuming public that their instincts in con-

tions for Prevention of Livestock Shipping Losses; (b) National Association of Meat Councils.

12. Participation in efforts designed to promote a more widespread knowledge of the food value of meat and its healthfulness in the diet and to increase meat consumption.

The quickest way to give a birds-eye view of the types of work done in each of the foregoing general divisions of publicity activity is by means of a quick tabular analysis. Let us begin with the first one:

Press Publicity.

The press publicity included the following:

A. News Statements—

- (a) Daily newspapers and press associations.
- (b) Food trade publications.
- (c) Agricultural and Market Papers.
- (d) Commercial and trade journals.
- (e) House organs.

B. Corrective Education—

- (a) Letters to editors concerning unfair articles or comment.

Millions Reached.

We shall not weary you with detailed figures on what has been accomplished through proper and legitimate co-operation with the various kinds of media just named. Let it be sufficient to say that the growing appreciation of the importance of the packing industry and of the Institute's policy of giving only the facts and of offering as news only that which is news, was indicated by the fact that of the 105 statements—many of them special or local to particular sections or cities—published by the Institute in the period under consideration, forty-six were carried by one or more press associations.

The circulation of these statements, as nearly as one can guess from the clippings received, approached 1,000,000,000 (one billion). In our opinion, both for its own good and in fairness to the press, the Institute always should continue, and no doubt always will continue, its policy of confining its press utterances to matters which are news.

There was a time when about the only news of the packing industry that got into print was unfavorable "news." Today press and public are intensely interested in constructive news of the industry. This is shown not only by the statistics cited above, but by the further fact that even the Meat and Livestock Review, which was established three years ago for producers, was published widely (in part of course) by the general press. Of the fourteen issues between conventions, eight were carried in part by one or more press associations—this in the case of an issuance originally thought to be of interest only to stockmen!

In connection with letters of correction concerning unfair articles or comment, it may be said that these were written in more than 200 cases.

Booklet and Leaflet Publicity.

This publicity included the following:

- (a) General, interpreting various phases of the meat packing industry.
- (b) Specific, embracing technical subjects.
- (c) Nutritional, covering the food value and use of meat.

Educational Publicity.

Educational publicity through booklets and pamphlets has been conducted on the theory that the Institute can not hope, with the funds available, to send booklets directly to the consuming public. To cover the entire public once with one booklet would mean millions of dollars.

Accordingly, Institute booklets and pamphlets are sent to "key" persons—such as teachers, physicians, educators, dietists, home economists, clergymen, et al.—who instruct or influence numbers of other persons.

Application of publicity to the nutrition work of the Bureau extended the influence of that work. For example, 260,000 copies of the booklet "Meat" were distributed; 105,000 copies of the booklet "Concerning Meat"; 265,000 copies of a pamphlet containing an article published by Dr. Forbes on the food value of meat, et cetera. Seven hundred thousand copies of various booklets and pamphlets bearing on the food value and healthfulness of meat were distributed.

Economies were effected in the distribution. It is possible that in ordinary practice the cost of preparing, printing, addressing and mailing 700,000 copies of such booklets and pamphlets as the Institute distributed, including costs of compiling mailing lists, of hiring specialists, overhead, et cetera, might approach ten cents per copy, or \$70,000 for the total. That sum exceeds the total budget which the Bureau used, including not only the booklet and pamphlet publicity and the other eleven fields of publicity enumerated at the beginning of this report, but including also the work of the Bureau in home economics, in nutrition, in retail merchandising, in local delivery studies, in livestock handling co-operation and including the salaries of the specialists and all others engaged in the work of the Bureau, as well as all traveling expenses in connection therewith, miscellaneous printing, clerical and stenographic help and one-half of the rent and similar expenses of Institute headquarters.

So, it is apparent, we believe, that money has been spent wisely and that considerable co-operation has been obtained in the distribution of our material, thereby effecting a saving. The different agencies so co-operating include member companies of the Institute, Meat Councils in eleven cities, the National Association of Meat Councils, local and national associations of retailers, schools and colleges and others. This co-operation has been advantageous to all concerned.

Motion Picture Publicity.

This motion picture included:

- (a) Co-operation with Committee on Livestock Handling Losses.
- (b) A film lesson on meat.

Under the foregoing subdivisions may be mentioned the film prepared and produced by the Bureau for and under the guidance of the Committee on Livestock Handling Losses. The co-operation of an organization representing many railroads and the co-operation of a number of agricultural colleges have been obtained in connection with the circulation of this film.

The film lesson on meat will be used in the course of demonstrations to lay audiences in connection with the home economics work of the Institute.

Preparing Special Articles.

Special articles have been prepared at the request of different sorts of so-called class papers—retail, financial, farming, et cetera.

Exhibits.

These were as follows:

- (a) Model exhibit of packing house operations.

(b) Co-operation with Chicago members of Institute in preparing exhibit at Pageant of Progress, which was used as basis of film lesson on meat to be employed nationally.

(c) Suggestions for exhibits to member companies, Meat Councils and others in the industry.

Packing House Model Exhibit.

The model exhibit of packing house operations was donated by the dozen or more Chicago members who paid for building it and displaying it at the Pageant of Progress in that city in August, 1921. Thereupon, the Bureau of Public Relations was flooded with requests for the exhibit. This committee ruled that the exhibit would be sent to an exposition in any locality only upon condition that the local members there requested it, and

that they or other local interests paid all expenses, which are considerable. This was necessary since the Institute is a national, not a local organization, and the member in California might not care to have part of his dues spent on displaying the model exhibit in New Orleans—or vice versa.

In the course of the year this one exhibit alone, at the expense of local interests in each case, was displayed on the following occasions which are arranged in chronological sequence:

City—	Occasion—	Estimated Attendance
Chicago, Ill.—	Pageant of Progress	2,000,000
Evansville, Ind.—	Third Annual Exposition, auspices Chamber of Commerce	60,000
Vincennes, Ind.—	Fall Festival, auspices Chamber of Commerce	25,000
New York, N. Y.—	American Public Health Exposition	250,000
Louisville, Ky.—	National Health Exposition	150,000
St. Louis, Mo.—	Nat'l Food Show	150,000
Kansas City, Mo.—	National Food Show	125,000
Aurora, Ill.—	Central States Fair and Exposition	360,000
Springfield, Ill.—	Illinois State Fair	600,000

As indicated by the table, considerable other work in connection with exhibits was done.

Speakers' Division.

In relation to the publicity activities of the Institute through speakers, it may be said that forty-nine addresses were made by Institute speakers to audiences outside of the packing industry. Of these addresses, six were on dietetic and home economics subjects. And this number will be multiplied many times next year; Miss Carlson, the home economics specialist, did not come to the Bureau until July. Four were to producer associations gatherings; eleven were in connection with bruised livestock matters; twelve were in connection with packer-producer and packer-retailer co-operation; six to clubs and ten were unclassified.

Statistics.

Basic statistics of the industry were organized, averages compiled for back years by weeks and base indices organized. The foundation is well-laid and current issuances are running. But there is much work in this direction still to be done, particularly in the presentation of the summary figures in such a way as to be more interesting and as to make their application clear at a glance.

Information Service.

This included:

- (a) To members through P. R. letters and direct.
- (b) To others.
 - A. Statistics.
 - B. General Information.

Important inquiries are constantly received by the Bureau, and the answers are submitted, whenever need be, to the committee for its directions. Requests for information and data come from college students preparing theses or engaged in marketing investigations; from professors in agricultural schools and colleges seeking lecture material; from great farmers' associations, and from other sources.

Meat and Livestock Digest.

The Meat and Live Stock Digest, published under the joint auspices of the Committee to Confer with Live Stock Producers and the Committee on Public Relations, now goes to 11,500 influential producers or their leaders. Starting originally with 4,000 names, the Digest now goes to 11,500 names. About half of the additional circulation has been stimulated by the publication itself; the other half has been added as being desirable on the mailing list to receive information about the meat and livestock industry.

A few months ago cards were sent out to a supposedly "dead" list of names in

the Digest's circulation. This list contained 1,073 names of county agents no longer in office, as evidenced by new names being listed in the directory as representing their counties. Postal cards with "returns" were sent to this list with the following result:

Returned as undeliverable or ordered dropped 20

New names or new addresses for old names 76

Cards sent in requesting to be put on list, from persons already provided for from directory.....273

It was felt this was a pretty good showing from a "dead" list, responses being largely from men to whom the card was not addressed.

Special Educational Publicity.

This was composed of the following:

A. Local Deliveries.

B. Retail Merchandising.

a. News statements, special articles, etc.

b. Booklets and leaflets.

C. Livestock Handling.

a. Co-operation in production of motion picture film.

b. Obtaining circulation of film and arranging meetings and securing co-operation of educational institutions.

c. Preparation and issuance of news statements.

The activities included in the foregoing table, as well as those in the two tables to be given next, are so voluminous and varied as to prohibit giving examples of each. One or two items might be cited for illustrative purposes. For instance, the full time of one man (B. J. Martin) in the Bureau has been assigned to research and educational publicity on delivery problems. Cost figures on operation and maintenance of a substantial share of all the horse-drawn and motor-driven delivery equipment in the industry are now in hand or in immediate prospect. This work has been prosecuted by the Bureau under the direction of the Committee on Local Deliveries, with the co-operation of the Committee on Public Relations.

Projects just as pretentious have been undertaken at the request and under the direction of the Committee to Confer with Retail Dealers and Trade Associations. So, too, with the Committee on Livestock Handling Losses.

The following two tables are cited without comment. The range and volume of work in them is too great for itemized exemplification.

Co-operation with other organizations:

(a) Association of Organizations for Prevention of Livestock Shipping Losses.

(b) National Association of Meat Councils.

Participation in efforts designed to promote a more widespread knowledge of the food value of meat and its healthfulness in the diet and to increase meat consumption:

(a) News stories.

(b) Booklets.

(c) Corrective Publicity.

(d) Advertisements.

(e) Posters and other sales helps.

(f) Colored poster service.

(g) Ham posters.

The foregoing tabular analysis gives an inkling of the types of publicity work carried on under the direction of the Committee on Public Relations. It is respectfully submitted.

Report of Committee on Livestock Handling Losses

CHAIRMAN R. W. CARTER: Your Committee on Handling Livestock Losses has had a very busy year in view of the fact that since our last convention we have completed and have been showing since December, 1921, a motion picture

film entitled "Livestock Losses and How to Reduce Them."

We started with one or two copies of this film and now have about 20, which are in use practically all of the time, as the Bureau of Public Relations of the Institute have arrangements with the agricultural colleges of the principal livestock producing states such as Iowa, Minnesota, Kansas, Montana, North and South Dakota, Missouri, Illinois, Indiana, Ohio and Michigan. These colleges are using the film in connection with their regular lectures on livestock handling.

In addition to these, we are in touch with hundreds of country agents, co-operative farm bureaus, and through many channels too numerous to mention, whereby our film has been shown to hundreds of thousands. We have also been fortunate in working very closely with the Western Weighing and Inspection Bureau. Dr. Embree, their chief veterinarian, has a very interesting and entertaining stereopticon lecture which covers many points pertaining to the proper handling of livestock from the farm to the packing-houses. Dr. Embree and the writer have visited all the principal livestock centers and have given illustrated talks to about 15,000 people during the past year, and



R. W. CARTER
(Swift & Company, Chicago)

Chairman Committee on Livestock Handling Losses.

this work will be continued during this fall and winter.

Great Improvement Shown.

The reports which we have received for the first seven months of 1922, January to July inclusive, show a great improvement in the bruised meat removed from cattle, but the loss account of bruised meat removed from hogs has increased, and this is due to the fact that our campaign against the careless and inhumane handling of livestock has become an old story to some, and we must all consider ourselves as a committee of one, and when we see livestock being handled in a rough manner, we should call to the attention of the guilty one the fact that a great annual loss is incurred by such handling. If you are familiar with the figures given below, I think it will not take much persuasion to prove to the offender that he is on a wrong track and that in all cases "noise" and not beating is what drives livestock, so let them use their lungs or some other noise making device and throw away the club.

In closing I would like to call each member's attention to the fact that he might do a great deal of good by checking up his own plant and see that all your employees are handling your livestock in a careful and humane manner. Look over

your runways, chutes, yards, pens, in fact all places where livestock is handled, to see that there are no sharp boards protruding on which cattle will cut themselves. See also that there are no holes in the flooring where a steer might fall through and break a leg, and last but of great importance, do not permit the use of sticks, clubs and whips by those handling livestock.

A good substitute for these is an old piece of steam hose cut 3 or 4 inches wide and tacked to a handle. This makes what is known as a flap-jack and is an ideal instrument for driving livestock, for when it comes in contact with the animals it makes a loud noise but does not bruise the meat. A piece of canvas folded over 2 or 3 times serves the same purpose.

Let us all move together to stop this great annual loss. It is not a one man's job, or a committee job, but needs your help and that of everyone associated with you. And with your help and the other men we can clean up a bad situation. So let us move together to cut down the figures given below to the lowest possible minimum:

	1920.	1921.	Jan. to July, incl., 1922, 7 months.
Hogs killed at 53 markets	26,708,000	25,989,000	16,204,842
Estimated loss meat per hog (lbs.).....	1/4	1/10	1
Total loss meat, 53 markets (lbs.)	6,677,000	2,598,900	16,204,842
Average live weight hogs killed at Chicago (lbs.)	225	225	230
Average live cost hogs killed at Chicago....	\$14.20	\$8.90	\$9.85
Average dressed cost hogs killed at Chicago	\$18.30	\$11.50	\$12.80
Total loss account bruises	\$1,221,891	\$298,873	\$2,074,219
Loss of meat is equivalent to (hogs).....	29,676	11,550	70,456
Loss of meat also equivalent to	212	83	704
Corn required to raise lost hogs (bus.).....	642,872	154,100	1,620,488
Cattle killed 1919 under Federal inspection	12,165,781	11,223,000	6,787,888
Cattle bruised 1919....	3,041,445	2,244,600	882,425
Loss of meat per head acct. bruises (lbs.).....	1	1	1/4
Estimated loss of meat on acct. of bruises (lbs.)	3,041,445	2,244,600	1,096,972

Report of Committee on Foreign Relations and Trade

CHAIRMAN S. T. NASH: In the report of your Committee on Foreign Relations and Trade, submitted at the Sixteenth Annual Convention, we mentioned the development in the handling of claims against the British Ministry of Food on the requisitioned bacon.

Since that time practically all of the smaller concerns have effected an adjustment of their outstanding claims and all other claimants have prepared and filed their claims through the prescribed court channels. No decision has as yet been reached with respect to any particular claim, but a decision on principles will doubtless be announced at an early date.

The U. S. State Department has made representation to the British Government and has diplomatically requested that the claimants be accorded a fair trial and an opportunity to present all facts.

Uniform C. I. F. Contracts.

At the last annual convention we had the pleasure of receiving at first hand a report from our special committee which went abroad to negotiate the C. I. F. contracts in the United Kingdom and in Holland. Since that time more than one year has elapsed, during which time we have been on friendly terms with buyers in those countries and we are happy to report that, as the result of the work of that committee, we have been able to settle all disputes amicably, and where arbitration was necessary as a last resort, the machinery established for that has proved adequate to deal fairly with both buyer and seller.

Since the adoption of the uniform form in the above-mentioned countries, your committee has concluded its consideration of the proposed form for use in those countries not included in our original agreement and these forms have been printed and distributed to our members with the suggestion that they be uniformly adopted for use in other countries. We are pleased to report that responses indicate a quite general use of the new form and while there has been some objection in some quarters the new form has met with almost general approval.

Foreign Trade Council.

A member of the committee was invited to appear before the Foreign Trade Council, which consists of practically all of the important exporting concerns in the United States, and was asked to address them, outlining the nature and effect of the arbitration forum agreed upon at the time our committee went abroad. His address was enthusiastically received and since the Philadelphia meeting of the Foreign Trade Council numerous inquiries have been received from various organizations throughout the country, asking for some detailed information with respect to our arbitration machinery.

We have freely advised with other organizations, believing that it is to the interest of all American industries that disputes with foreign buyers be settled with the least possible friction.

Hague Rules.

A member of the Committee on Foreign Relations and Trade, who is also Chairman of the Traffic Committee of the Institute of American Meat Packers, has quite actively and successfully opposed the proposed adoption of the Hague Rules which certain interests sought to impose upon all American export and import traffic. This will be covered quite fully in the report of that member as Chairman of the Traffic Committee, so we need only refer to it here as indicating a subject in which our committee is vitally interested, and as voicing our approval of the work of the Traffic Committee Chairman in opposing what we believe would prove to be burdensome and harmful restrictions on our export and import trade.

Cable Code Address.

In view of the fact that the establishment of contact with foreign organizations has entailed more or less cabling with attendant expenses, it was thought advisable to adopt a suitable cable address for the use of this service. Accordingly, the word "Insampac" was adopted and registered and has been printed on the Institute's letter-heads.

We urge that members advise their foreign representative of this cable address so that if cable communication is necessary the Institute may be promptly and economically reached. All codes are available for this purpose.

Conclusions.

In conclusion your committee suggests the advisability of all exporting members keeping in constant touch with conditions abroad, both for the purpose of acquainting themselves with such conditions as may affect their business, and for the further purpose of gaining a better understanding of those with whom they deal in foreign lands. Our export trade, in keeping with the export trade in other lands, has suffered a severe setback, but we look to a favorable revival of this business in the not far distant future.

Your committee is convinced that we have now established friendly contact with many buying associations abroad and that this will result in the avoidance of many disputes which have heretofore affected our trade more or less adversely. The committee has entertained several visiting representatives of foreign associations during the past year, and we have found them all favorably disposed toward dealing with the Institute committee in every reasonable way. They are agreed that

they now have an avenue of contact with American exporting packers that can, and does give them an important and authoritative answer upon any problems presented.

Committee on Local Deliveries

CHAIRMAN OSCAR G. MAYER: Three hundred and sixty-five days a year—that is the kind of a schedule on which the Committee on Local Deliveries is now working.

In its present activities, the Committee on Local Deliveries is co-operating with the Bureau of Public Relations. The technical knowledge which long and intimate acquaintance with delivery problems has given the members of the committee, is materially aided by the services of the Bureau, which renders valuable assistance in presenting the committee's findings to the membership. The work of the committee has been greatly simplified by an arrangement whereby one of the members of the staff of the Bureau devotes a large portion of his time to local delivery work. This not only augments the committee's working force, but makes possible a continuous, day-to-day application to problems under consideration.

The program of this committee is that of accumulating many kinds of valuable information and disseminating it among the members of the Institute. The several forms in which this material appears are, first, articles in THE NATIONAL PROVISIONER; second, bulletins and pamphlets distributed to the membership, and third, the paper which the chairman of the committee will present at the annual meeting of the Institute.

Print Local Delivery Results.

Exclusive of editorial comment, material from the Committee on Local Deliveries has appeared on six different occasions in the columns of THE NATIONAL PROVISIONER. On June 17 an article, "Delivery Costs and Profits," was published. This was followed on July 1 by an article "Why Delivery Costs Are High"; the issue of July 29 carried a statement on "Salesmen and Car Expenses." In the July 22 number was the article, "Horses in Delivery Service," and "Mo-

torized Delivery" was printed August 26.

In addition, on August 19, there was an article discussing the research which the committee has undertaken.

In the way of booklets, one has been transmitted to the members, and another probably will have been by the time this report is read. The booklet, "Are Your Delivery Costs High or Low?", was received with great interest by the membership. Twelve requests were received for the uniform accounting system, advocated in this booklet, from members who are now planning on installing delivery cost accounting systems.

The role of this booklet, however, was merely that of a forerunner. It was introductory in its nature, and the second booklet which it served to usher in, contains over twice as much material, and should be of much greater value. This second booklet, "Modern Methods in Delivery Service," contains "tricks of the trade" developed by veteran automobile men through years of experience, and puts many years' experience at your disposal. There is a storehouse of wisdom, of which this booklet contains but a sample, which is waiting to be written up so that it may be placed at the disposal of the members of the Institute.

Program of Practical Research.

Another phase of the Committee on Local Deliveries' activity is a program of research on horse and motor delivery, analyzing the operating costs and effective radii of each, and searching for data which will serve as landmarks to show the boundaries within which each may be employed with the greatest economy. There is considerable evidence of the existence of many misfits in delivery service at a large number of points in our industry, and a basis for determining which type of delivery equipment may most economically be employed in each situation, should be a real money-saver.

A firm of certified public accountants is collecting motor and horse costs. Motor and horse performances are being measured by odometers and recordographs on the wagons and trucks of a number of the packers.

This program of research will be completed or nearly so by the time of the annual meeting on October 9. At that time a report on the results of the study will be made to the members of the Institute.

There can be no denying that progress is being made by our industry in the field of local deliveries. Over twice as many members now know their delivery costs as were keeping such records in 1914. Many more members are just now installing delivery cost systems. The day of more enlightened competition and minimum waste is coming, and with it a vastly improved industry. With all our shoulders at the wheel our industry should soon be out of the sand and gravel and onto the smooth highway of efficient and economical delivery methods.

Report of Traffic Committee

CHAIRMAN CHARLES E. HERRICK: To recite the activities of your Traffic Committee during the past year would be to report the minutes of each of its twelve regular and quite numerous special meetings. This, of course, would be much too voluminous for the purposes of an annual report; and, therefore, with your permission, some of the principal items only will be mentioned. In so doing, however, we wish to assure you that there is a background of continued activity and constant endeavor on the part of your committee to improve traffic conditions for the entire industry.

Amongst other items considered have been the following:

1. Mixed carloads of livestock. This was mentioned in our previous reports as then pending before the Interstate Commerce Commission with our request for lower rates and charges on mixed cars. This



HARVEY NUCKOLLS OF PUEBLO ALL DRESSED UP FOR THE CONVENTION.

subject, of course, is of considerable importance to small packers. The commission recently announced a decision in this case, and hereafter these cars will be handled subject to the highest rate of the species in the car and the minimum applicable to that rate.

This is a very decided improvement over the old rule, and will save considerable sums in the handling of livestock; more particularly, perhaps, shipments of co-operative livestock shipping associations.

2—Double-deck carloads of sheep, etc. Since our last report, the Interstate Commerce Commission has announced its decision, which requires the carriers operating east of the Mississippi River to reduce the carload minimum on sheep, lambs, etc., from the old figure of 22,000 lbs. per standard double-deck car to 18,000 lbs. Many of our members will no doubt receive refunds on their shipments which were subjected to the higher minimum.

Mileage Allowance on Cars.

3—Mileage allowance on private cars. Although there has been some agitation for a reduction in the mileage allowance on privately owned refrigerator cars, we believe that the matter has been put at rest, for the present at least, by the showing which was made that under the present allowance owners of these cars were not earning a fair return on their investment.

4—Domestic bills-of-lading. Since this matter was last mentioned in our report, the Interstate Commerce Commission has handed down its decision prescribing the new form of bills-of-lading to be used in domestic commerce. All of these suggested changes have been the subject of bulletins sent to our membership, and therefore do not need to be discussed at length in this report. In the opinion of your committee, the new form contains many improvements over old forms, and affords shippers greater protection.

Cut South Livestock Rates.

5—Southeastern livestock rates. The biggest formal rate case in which the Institute's Traffic Committee participated was that involving all livestock rates in the Southeastern section of the United States. As the result of our labors, we were able to effect a compromise with the carriers resulting in the saving of millions of dollars to Southern shippers. This settlement will give the South a new deal in livestock rates and rules that should go far towards the upbuilding of the livestock industry in that part of the country.

6—Requested reduction in export rates: Your committee petitioned Eastern lines to grant a reduction in the export rates, so as to encourage trading abroad. This petition was denied; but, when the general reduction was later ordered by the Interstate Commerce Commission, the export rates were reduced to the same extent as domestic rates, thus affording the same measure of relief to the foreign trade of the industry.

We have also been active in our effort to bring about a reduction in the Trans-Atlantic provision rates, and expect to see in the near future some of the results of this agitation.

7—We have interested ourselves in the merchant marine and ship subsidy matters, and seconded in every way possible the efforts to build up an American merchant marine. It is the belief of the committee that the American exporters should do everything in their power to assist in this direction, so that we may have added and adequate facilities for moving our goods abroad and under the protection of our own flag.

Work During Railroad Strike.

8—Results of railroad strike. It may be safely assumed that every member of the Institute has felt the effects of the 1922 railroad strike called by the shop crafts on July 1 of this year. Not only have

the effects been manifest in the movement of our products, but also in the consumptive demand for them.

Without entering into the merits of the controversy, it may be permissible to call attention to some of the results of it, notably in the increase in the number of "bad order" cars and locomotives; the slowing up of train schedules; and, perhaps, the most trying item of all, the very slow return of empty refrigerator cars to their owners.

Some of the carriers have now reached an agreement and their employees have returned to work; other carriers have new forces, and are thus approaching normal so far as numbers of employees are concerned, although to a somewhat less degree in the efficiency of their employees. Probably all have felt the greatest handicap in the scarcity of experienced supervisory men, or foremen.

The situation has been kept before our members, and we have urged them to load promptly, and to the greatest safe maximum carrying capacity, and to unload and release promptly. We believe that this industry has made a better record in this regard than any other.

Notwithstanding all of our efforts to prevent it, a serious shortage of refrigerator cars exists. With the demands made upon equipment of that kind for the movement of fruit, we fear that this scarcity will continue, and perhaps become even more serious than it is at present. As soon as we have our first cold weather, cars of that character will be necessary for the protection not only of shipments

of fruit but of vegetables as well, and so we feel considerable anxiety over the situation, and would recommend that each individual member co-operate to the utmost to assist in relieving this serious situation.

Value of the Bureau of Service.

Our Washington representative has been of tremendous assistance in this matter in handling emergency cases which have been reported to him. His work with the Bureau of Service, of the Interstate Commerce Commission, has assured our members of a fair and equitable share of service and equipment.

This strike, and the conditions resulting from it, have demonstrated the tremendous value of the Bureau of Service, and we predict that the time is not far distant when that Bureau will be the most important of any of those under the control of the Interstate Commerce Commission. When the shippers come to realize the extent of the authority vested in that Bureau, they will promptly and constantly avail themselves of its services.

It is only fitting that this committee should make grateful acknowledgment in behalf of the entire industry of the splendid work of Mr. J. C. Roth, present Director of the Bureau of Service, and of Mr. K. M. Priest, the capable manager of their Chicago office. Mr. Priest, by reason of his location, has been called upon almost daily, and has been tireless in his efforts to secure relief by assuring equitable treatment.

The complaints sent direct to our Wash-



MRS. MEYER,
WIFE OF GEO. N. MEYER-
FRIED & REINEMANN
PACKING CO. PITTSBURG

ington representative, Mr. Draper, have been handled with Mr. Roth; those coming to the Chicago office have been handled with Mr. Priest. Both of these gentlemen have given us their heartiest support, and most energetic attention to our complaints. Our requests have always been based on the theory of an equal application of the law, and we have endeavored never to ask for other than a just share of facilities and service.

Get Hague Rules Revised.

9.—Last but by no means least, your attention is called to the efforts of the Traffic Committee in connection with the Hague Rules of 1921.

In the opinion of our committee, these rules did not afford adequate protection to the American shipper and especially the American shipper of perishable products. We therefore felt compelled to oppose as strenuously as possible the adoption of them, and to that end have advised other shipping and commercial organizations of our opposition to the rules and the reasons therefor.

At one time it seemed probable that the rules would be adopted as framed by the conference at The Hague, and without change in any particular. Owing, however, in part at least, to our strenuous opposition, in which we have co-operated with various organizations in Great Britain as well as in this country, a further conference was held in London, resulting in a revised set of Hague rules, which are a vast improvement over the original set.

Conference to Protect Shipper.

By invitation of the King of Belgium, an international conference has been called for this month to meet in Brussels. A delegation representing this country has been appointed by the U. S. Department of State. Before the delegation departed on this mission, its members gave us an opportunity to place our views before them at a conference held in Washington late in September.

It is to be hoped, therefore, that the interests of the American shipper may be properly safeguarded, and that the set of rules framed at the Brussels conference will give us much better protection as the result of our very strenuous efforts in that direction. Those who have favored the adoption of the rules have frankly stated that the opposition of this industry had much to do in preventing the adoption of the original draft.

May we also say, in closing, that it has seemed to us that our membership is increasingly making use of the services of their Traffic Committee, and it is the hope of the membership of that committee that such services have been satisfactorily rendered. It is with that hope in mind that your committee submits this, their annual report.

Report of Committee to Confer with Government Officials

CHAIRMAN R. F. EAGLE: Your committee is pleased to report that very satisfactory relations have obtained during the past year between the Institute membership and those government officials responsible for the proper enforcement of such laws as especially apply to the operations of the packing industry. This is as it should be, and the committee is of the opinion that our relations cannot be otherwise, if all elements continue to study the merits of their respective problems with a view of arriving at an economical solution that can be accepted as consistent with law, practical operations and proper service to the public.

Individual member firms have reported problems that appear to them as not constituting problems affecting other units engaged in similar operations. When such problems present themselves, the

member firm naturally assumes that it is carrying an extra burden in connection with its operations. In this connection, it must be kept in mind that in an industry as large as the packing industry, with individual units in several hundred different cities, it is to be expected that there will be instances when there will be misinterpretations, or a lack of proper understanding, that might result in temporary inconveniences or disagreements, which, in all probability, will contribute to a loss in operations.

The committee is of the opinion that any member is justified in directing the attention of the proper official to any requirement that does not appear to be either regular or general in its application to the operations of the business. It is thought that with the present high standard of efficiency and supervision of governmental activities as applied to packing house operations, that the necessity for such action should prove the exception rather than the rule.

Should Study Requirements.

The committee urgently recommends to the membership that a closer study be made of all requirements by those responsible for the operations of the business with a view of better understanding them so as to offset the possibility of protests or appeals that might afterwards be satisfactorily proven as being unjustified.

An officer of the law is entitled to proper respect and consideration, and the committee is pleased to report that its observations indicate that all such officials having duties to perform in connection with the operations of the packing industry are being given such consideration. Mention should be made of the apparent reciprocity between representatives of the government and packing industry in the exchange of such respect and consideration, and this coupled with a policy of co-operation on all problems of mutual interest is perhaps more responsible than any other one item for the pleasant relations that exist between government representatives and the Institute's membership.

Officials Co-operate to Economize.

Another important item that is thought to have improved the relationship between government officials and the industry as a whole, is a better understanding of the importance of more thought and attention being given to the efficient and economic operations of the business. While such consideration might eventually come about through the natural evolution of the industry, its delay could not have been postponed beyond the past few years without possible serious consequences to an already depressed agriculture, of which livestock production and meat packing are important and essential branches.

Never before was the importance of every item of loss or unnecessary expense in the operations of the packing industry so closely coupled to the operations of the livestock producer. The packers were forced to practice every economy and increase wherever possible, the efficiency of their operations so as to permit them to pay to the producer the highest price possible for his livestock.

The committee believes such conditions were fully understood and appreciated by all agencies of the government, and for this reason most careful consideration was given to every item of expense with a view of adjustments along such economical and practical lines as would be consistent with the requirements of law.

Business depressions force economies in the operations of industry, which might during more prosperous times be greatly discounted in their importance to the operations of the business. The small margins of possible profits in the operation of the packing business under staple conditions calls for the closest attention to economical practices. Therefore, the same serious consideration should be given to these matters during the prosperous times

as well as during times of depression. Such a policy should be looked upon as an obligation in the conduct of the business since the results are alike reflected to producer, packer and consumer.

The committee feels that governmental agencies have been diligently working to this end, and, therefore, the relations between them and ourselves should continue to take on a stronger co-operative aspect toward further working out all possible economies consistent with law.

Correct Officials' Errors.

Misunderstanding resulting in disagreements of a local nature between representatives of the government and any member of the Institute should not always be considered the result of a general policy either of the government or the packing industry.

The committee has always found the government eager to correct promptly any error resulting from a misinterpretation of duty or authority, on the part of any of its employees. The same general policy is applicable to the operations of the packing business. It cannot be otherwise if satisfactory relations are to continue between the government and our membership.

Your committee has during the past year advised many of the Institute members along lines of proper procedure and we believe this service has proven very helpful in maintaining proper relations between the government and those to whom this service was rendered.

Conference Board.

The president of the Institute, and also the Committee to Confer with Government Officials, have in the past recommended for the consideration of the Bureau of Animal Industry, the many possibilities of the creation of a Conference Board, that would be representative of the best minds and practical talent in both the packing industry and the Federal Bureau. It is thought that through such an organization a strong co-operative plan could be developed which would prove very beneficial to the government, the packer and the public.

Up to this time such a Board has not been officially constituted to study and work out on a satisfactory basis, problems of meat inspection, yet the committee is pleased to advise that such a plan was adopted by the Packer and Stock Yards administration in connection with the operations of this act, and that the results of the round table discussions between the officials of this branch of the government and the packer appear to have been highly satisfactory to both the government and to the packing industry.

Publicity of U. S. Inspection.

From time to time the Institute has suggested that more publicity should be given to the operations of our Federal meat inspection forces, and your committee is pleased to report that the Bureau of Animal Industry have been carrying on some excellent work in this connection.

The following items of general interest to the industry were taken up during the year with the Chief, Bureau of Animal Industry, Washington, D. C.:

Pork Cuts to Great Britain.

The chairman of the committee directed the attention of the Bureau of Animal Industry to the fact that the American meat packer was not permitted to export fresh frozen pork cuts to Great Britain, while this privilege was known to be enjoyed by other competing meat exporting countries. This matter was promptly handled by the Chief of the Bureau and as you know, the American meat packer now enjoys the same privilege as the packers of other countries.

Dutch Meat Inspection Rules.

The chairman of the committee directed the attention of the Chief of the Bureau to proposed regulations of the Dutch

government that appeared to be discriminatory against the American meat packer. While these regulations are not to become effective until November of the present year, the discrimination as appearing in the proposed regulations was so apparent that the committee felt this matter should be referred to the Chief of Bureau, who in turn has advised that his bureau is investigating all angles of the situation through the assistance of the State Department.

Meat Passed for Sterilization

The committee has been engaged in compiling data that contemplates recording as nearly as possible the losses to the industry resulting from the production of this class of meat.

Paying Inspectors Overtime.

At the time of the writing of this report, the committee has advice that Congress has passed a bill relieving the packers from such payment. The bill was in the hands of the president at the time this report was written.

Abscess Hams.

The committee received numerous complaints from members that there has been noted in their operations a considerable increase in the number of abscessed hams, which appear to be due to improper methods of vaccinating against cholera. This matter was referred to the U. S. Bureau of Animal Industry, which, in turn, published a bulletin dealing with the proper methods of vaccinating swine, which bulletin was given wide distribution throughout all the swine producing sections of the United States.

Report of Committee to Confer with Retail Dealers and Trade Associations

CHAIRMAN J. A. HAWKINSON: This report is an attempt to set forth briefly and compactly some of the principal types of work done by or under the direction of the Committee to Confer with Retail Dealers and Trade Associations during the Institute's fiscal year. In formulating its work, the Committee had the inspiring counsel of the President of the Institute. On much of it, the Committee to Confer with Retail Dealers and Trade Associations and the Committee on Public Relations co-ordinated their efforts. The work was executed by the Institute's Bureau of Public Relations, under the direct supervision of the Committee which I am reporting. The following lines of activity may be of interest to members.

1. Numerous meetings were held with retailers during the year. Retail officials presided over some of them and the chairman of your committee over others. The Institute was represented at gatherings of retailers and gatherings of retailers and packers at Boston, New York, Baltimore, Rochester, Buffalo, Cleveland, Pittsburgh, Detroit, Toledo, Milwaukee, Chicago, Wellington, Kansas, Los Angeles, and San Francisco.

2. The National Association of Meat Councils was formed at Chicago in January. Members of the Committee participated in the organization meeting.

3. More effective distribution of nutritional posters, nutritional advertisements, and material designed to teach the intelligent purchase and use of meat was made possible (and these possibilities were utilized) by the formation of the National Association of Meat Councils.

Aid in Starting Councils.

4. The Institute participated in the successful organization of new and additional meat councils at Toledo, Rochester, Detroit, the Twin Cities, Pittsburgh, Los Angeles, Jersey City, and San Francisco, bringing the total number of meat councils to eleven, including in their territory most of the larger consuming centers of the country.

5. The Institute co-operated with these

meat councils in arranging demonstrations of meat cutting and meat cooking.

6. As participants in the meat councils, Institute members or representatives co-operated in many special local campaigns; Among these may be mentioned the ham campaign in nearly all meat council cities and elsewhere; the Chicago and Detroit sausage campaigns; the Milwaukee meat demonstrations; the New York meat cutting demonstrations; the Chicago butts and shanks campaign; the Los Angeles pot roast campaign; the Cleveland less expensive cuts campaign, et cetera, et cetera.

7. Progressive information on merchandising was furnished to dealers in wholesale fashion through the trade press.

8. The need of research on retail merchandising was drawn to the attention of one of the most important institutions and one of the most important Governmental agencies in this country, and such work has been begun by them.

Training Meat Salesmen.

9. The Meat Council of Milwaukee, in which members of the Institute participate, is co-operating with the Central Continuation School of Milwaukee, and vocational training for the meat trade is being provided. More than a score of boys have recently enrolled in these courses. Other meat councils, I feel sure, will be urged to follow the example. This movement should give a distinct impetus to better merchandising.

10. Advertisements featuring meat have been furnished to retailers in various parts of the United States.

11. Window posters designed to increase meat consumption have been sent to thousands of retailers. A regular service of this sort is offered through the meat councils.

12. Model systems of simple accounts have been worked out as a consequence of the agitation for improved merchandising.

13. Decidedly more cordial relations between retailers and packers have been developed through co-operation on common problems.

14. We have focused serious attention on the importance of meat merchandising in a way that has not been accomplished before. The retail meat business is considering problems more seriously and determinedly than ever in its previous history.

Those are some of the things accomplished.

Report Committee on Soft and Oily Hogs

CHAIRMAN HOWARD R. SMITH: I beg to submit herewith report of the Committee on Soft and Oily Hogs for the year ending September 1, 1922. We held two meetings of this committee during the year, one at Nashville, Tenn., and the other at Chattanooga, Tenn.

The U. S. Department of Agriculture has made extensive tests as to the feeds that produce a soft hog, but up to the present time we have been unable to reach any definite conclusion as to how we can make a hard hog out of a soft hog.

Research work relating to the soft pork problem, which was undertaken by the Bureau of Animal Industry, U. S. Department of Agriculture, July 1, 1919, has steadily become more comprehensive in its scope. The work of the fiscal year ending June 30, 1922, at the government experimental station, has been conducted on a broader basis, with consideration given to a greater number of the questions involved in the soft pork problem and with greater intensity of study of some of the questions than during the preceding year.

When this line of research work was begun it was felt that the best results could be obtained only with the full co-operation of all interested parties. In accordance with this the work of the past

year, as during the previous year, was conducted mainly on a co-operative basis.

The state agricultural experiment stations co-operating in the work during the past year and the number of hogs used by each were as follows:

Alabama Agricultural Experiment Station, 73 hogs.

Georgia Agricultural Experiment Station, 63 hogs.

Kentucky Agricultural Experiment Station, 13 hogs.

Mississippi Agricultural Experiment Station, 66 hogs.

North Carolina Agricultural Experiment Station, 21 hogs.

Oklahoma Agricultural Experiment Station, 59 hogs.

South Carolina Agricultural Experiment Station, 39 hogs.

Texas Agricultural Experiment Station, 59 hogs.

Independent Investigation.

In addition to the co-operative work a considerable amount of independent investigation was carried on by the Bureau of Animal Industry, this being done at the U. S. Experimental Farm, Beltsville, Maryland, and the Iberia Livestock Experiment Farm, Jeanerette, Louisiana. The number of animals used in the work at the Beltsville Farm was 201; at Jeanerette, 46.

A total of 630 hogs were fed and slaughtered in connection with the soft pork investigations during the fiscal year; 383 were used in the co-operative work, 247 in independent work. One thousand three hundred and sixty-three hogs have been fed and slaughtered in connection with the soft pork work since July 1, 1919.

Main Lines of Work Done.

The principal lines of work conducted during the year and the stations which carried on work in the various lines are given below:

Peanut Feeding Work.

Georgia Agricultural Experiment Station.

Mississippi Agricultural Experiment Station.

North Carolina Agricultural Experiment Station.

South Carolina Agricultural Experiment Station.

U. S. Experiment Farm, Beltsville, Md.

Peanut Meal Feeding Work.

Alabama Agricultural Experiment Station.

U. S. Experiment Farm, Beltsville, Md.

Soybean Feeding Work.

Kentucky Agricultural Experiment Station.

Mississippi Agricultural Experiment Station.

U. S. Experiment Farm, Beltsville, Md.

Rice By-Product Feeding Work.

Iberia Livestock Experiment Farm, Jeanerette, La.

Meat Shrinkage Work.

Oklahoma Agricultural Experiment Station.

Texas Agricultural Experiment Station.

U. S. Experiment Farm, Beltsville, Md.

Quality of Meats.

U. S. Experiment Farm, Beltsville, Md.

Special or More Technical Experiments.

U. S. Experiment Farm, Beltsville, Md.

Five hundred and twelve of the total number of 630 hogs used in the work during the year were slaughtered at the U. S. Experiment Farm, Beltsville, Md., the remaining 118 being slaughtered at Oklahoma City, Okla. A total of 19 soft pork killings were made periodically of representative animals from each lot during the course of most of the experiments to trace the changes which occurred in the condition of the fat and flesh of the animals.

Official Committee Grading.

After thorough chilling at the proper temperature the carcasses were graded by the carcass grading committee. The official committee which did all of the grading at the Beltsville Farm was composed

of the following: Earl H. Hostetler, North Carolina Agricultural Experiment Station, representing the co-operating state agricultural experiment stations; Howard R. Smith, president Shafer & Company, Baltimore, Maryland, representing the Institute of American Meat Packers; Dr. H. K. Walter, Meat Inspection Division, U. S. Department of Agriculture, representing the Bureau of Animal Industry.

Each carcass was classified into one of four grades, namely, "Hard," "Medium," "Soft" and "Soft and Oily." All carcasses classified as "medium," or first grading, were regarded "hard" or "soft" to show which way they inclined.

Back and leaf fat samples were taken from the carcasses of all hogs slaughtered at Beltsville for chemical examination. Determination of melting point, iodine number and refractive index were made on all back fat samples and refractive index on all samples of leaf fat. A study was made of the relationship between the committee grading of the chilled carcasses and the results of the back and leaf fat chemical tests.

A high co-relation between committee grading and refractive index of back fat was found. The same was found to be true of the committee grading and the iodine number of back fat.

The melting point of back fat was found to be the poorest chemical indication of the firmness of the carcass. This latter fact is contrary to the impression which has been prevalent for many years among investigators of the soft pork problem. In fact, the melting point determination has been depended upon by many as the best chemical measure of the firmness of the carcass.

It is believed that there are now sufficient data available to support the contention that both the refractive index and iodine number of back fat are better indicators of the firmness than the melting point. It certainly is a fact that the data now at hand suggests very careful consideration of the question before too much importance is attached to the melting point test in connection with future work.

Conclusions on Soft Hogs.

During the year the following conclusions, based on the work done since July 1, 1919, was reached and was issued as a statement to the press for publication:

Co-operative soft pork experiments conducted by the U. S. Department of Agriculture and the state experiment stations of Georgia, Mississippi, North Carolina and South Carolina during the past three years have shown conclusively, that when hogs starting at a weight of approximately 100 pounds are fed on peanuts in the dry lot or grazed in the field for a period of 60 days or more a soft carcass is produced, and that it is impossible to produce a hard carcass by feeding corn and tankage or corn and cottonseed meal to these hogs for a subsequent period of 60 days or less.

The above statement is not meant to discourage in any way the feeding of peanuts to hogs in those sections of the South that are well adapted to the production of this crop. The experimental data compiled by the Southern stations indicate very clearly that peanuts is one of the most economical feeds known for hogs, and that they can be fed with profit in many sections of the South, even though soft hogs are discriminated against on the market.

Much headway has been made during the past year toward answering some of the questions involved in the soft pork problem. It is felt that in the future it will be possible to draw definite and helpful conclusions from the work with greater frequency than in the past. There is yet much careful work to be done, however, on numerous phases of the problem.

Report of Chairman Legal Committee

CHAIRMAN THOMAS CREIGH: On behalf of the Legal Committee of the Institute, I beg to submit the following as a report showing the activities of the committee during the past year.

In co-operation with Mr. C. E. Herrick, Chairman of the Traffic Committee and a member of the Committee on Foreign Relations and Trade, which have been doing such vigorous work, we have examined several bills and made a number of suggestions in connection with the export bill of lading situation, particularly the Hague rules.

From time to time we have examined and given consideration to suggestions concerning how the Institute should act in respect to certain matters of legislation before Congress and in several states. During the past year no legislation of any serious consequence to the industry has been adopted. The bill removing the obligation against packers to pay for overtime of B. A. I. inspectors has recently been approved.

We have also co-operated with certain of the publicity committees in the effort to reduce the amount of advertising on the part of other business concerns advocating the use of their wares, and suggesting that the use of meat is the cause of physical ailments, etc. We have also given some assistance in a counter advertising campaign in favor of the increased use of meat.

Also during the year a number of items have come to the chairman from various sources asking advice on behalf of members of the Institute in reply to controversies arising out of patent labels, pure food laws, city inspection ordinances, and a number of other similar matters of common interest in the trade, to all of which we have made the effort of giving some helpful assistance.

In conclusion, we want to thank the various members of the Institute's staff for their patience and consideration at all times during the year.

Report of Committee on Standardized Accounting

CHAIRMAN J. H. BLISS: I beg to report that the activities of the Committee on Standardized Accounting for the past year have been practically confined to routine matters coming up from time to time, particularly correspondence referred by, and conferences arranged for through your office.

You appreciate that the conditions prevailing in the industry throughout the last year were such as to result in considerable pressure upon the accounting forces of the various organizations. The members of our committee have found their time quite fully occupied in their particular business. We have, therefore, been unable to make much progress in our plan for developing pamphlets on Standardized Accounting Procedure. We hope we will find ourselves in position, next year, to go on with this work.

In the meantime our committee desires to render as much service as possible to the Institute and the industry, in answering inquiries and attending conferences, as we have been doing in the past few months.

Report of Committee on Improved Livestock Breeding

CHAIRMAN MURDO MACKENZIE: The work of the first year conducted by the Committee on Improved Livestock Breeding has yielded gratifying results. Considerable interest has been aroused on the part of the producer, and the discussion of good breeding from a commercial standpoint has been injected into the agri-

cultural press much more frequently during the last year than at any time since the pre-war period. Breeding and quality are highly important matters when the supply of livestock exceeds the demand sufficiently to develop, or maintain, lower price levels.

The consumer must be in a position where he can make a choice of products before he will pay for quality. From 1920 up to the present there has been no dearth of livestock products and, unless such a dearth is developing at present in the cattle market, a questionable matter, one may expect to see the consumer still willing to recognize quality by a price premium that will enable the livestock man to produce it.

Although considerable publicity has been given the matters for which the committee stands, and although numerous addresses on livestock breeding subjects have been made by the Secretary of the committee, the principal activities have been the awarding of cups for the best bred carloads of cattle, sheep and swine at certain representative livestock shows, and the awarding of medals to boys and girls showing calves, pigs and lambs under generally accepted junior club rules.

Prizes Awarded by Committee.

The winners of these cups and medals at the various shows during the last year follows:

Southeastern Fair, Atlanta, Ga.—Duroc-Jersey cup, C. G. Hawkins, Americus, Ga.; Duroc-Jersey ribbon, Peacock and Hodge, Cochran, Ga.; Poland-China cup, J. S. Jones, Adel, Ga.; Hampshire cup, Aiken and Watson, Statesboro, Ga.; Hampshire ribbon, M. S. Kendrick, Waynesboro, Ga. Nashville Fat Stock Show.—Shorthorn cup, Washington Co. Shorthorn Breeders' Assn., Jonesboro, Tenn.; Shorthorn ribbon, E. R. Dittmore & Son, Neuburn, Tenn.; Hereford cup, Lonview Farm, Nashville, Tenn. (James Caldwell); Hereford ribbon, T. A. Pope, Pikeville, Tenn.; Aberdeen-Angus cup, Hamblen Co. Boys' and Girls' Baby Beef Club, Morristown, Tenn.; Aberdeen-Angus ribbon, Long, Vaughn & Bell, Hendersonville, Tenn.

International Livestock Exposition.—Shorthorn cup, Sni-A-Bar Farms, Grain Valley, Mo.; Shorthorn ribbon, Sni-A-Bar Farms, Grain Valley, Mo.; Hereford cup, John Imboden and Son, Decatur, Ill.; Hereford ribbon, D. D. Casement, Manhattan, Kan.; Aberdeen-Angus cup, John Hubly, Mason City, Ill.; Aberdeen-Angus ribbon, John Hubly, Mason City, Ill.; Shropshire cup, Iroquois Farm, Coopers-town, N. Y.; Shropshire ribbon, W. G. Miles, Evansville, Wis.; Southdown cup, Robert McEwen, London, Ontario; Southdown ribbon, Heart's Delight Farm, Chazy, N. Y.; Hampshire cup, McGregor Land & Livestock Co., Hooper, Wash.; Hampshire ribbon, McGregor Land & Livestock Co., Hooper, Wash.; Rambouillet cup, Marshall Brothers, Belvidere, Ill.; Rambouillet ribbon, A. A. Cox, Altoona, Ill.; Berkshire cup, J. H. Nickel, Arenzville, Ill.; Berkshire ribbon, Iowa Farms, Davenport, Ill.; Duroc-Jersey cup, A. E. Price, Grant Park, Ill.; Duroc-Jersey ribbon, Thomas Johnson, Camp Chase, O.; Poland-China cup, Farlow & Seikels, Augusta, Ill.; Poland-China ribbon, J. W. Crabb, Delavan, Ill.; Chester White cup, A. P. Hamilton, Augusta, Ill.; Chester White ribbon, G. E. Phillips, Delavan, Ill.; Hampshire cup, F. F. Silver, Cantril, Ia.; Hampshire ribbon, R. J. Nelson, Rushville, Ill.; Tamworth cup, W. C. McGuire, Maroa, Ill.; Tamworth ribbon, B. F. Harris, Champaign, Ill.; Shorthorn medal, Josephine Garden, Wapello, Ia.; Hereford medal, Willett Downey, Aledo, Ia.; Southdown medal, J. Lloyd Marquis, Hickory, Pa.; Shropshire medal, Collins Thornton, Waukesha, Wis.; Oxford medal, James L. Hogan, Waunakee, Wis.; Poland-China medal, Ralph Peak, Winchester, Ill.; Duroc-Jersey medal, Frances Ray, Veedersburg, Ind.; Hampshire medal, Jennie E. Turner, De Witt, Iowa.

National Western Stock Show, Denver, Colo.—Shorthorn cup, Bon Manhart, Sedalia, Colo.; Shorthorn ribbon, D. J. Pyeatt, Lemhi, Idaho; Hereford cup, Russell Brothers, La Jara, Colo.; Hereford ribbon, Phillips Highland Ranch, Littleton, Colo.; Aberdeen-Angus cup, P. H. Boothroyd, Loveland, Colo.; Aberdeen-Angus ribbon, Ludwig Dietz, Arriba, Colo.; Shropshire cup, Western Feeding Co., Denver, Colo.; Shropshire ribbon, E. F. Munroe, Ft. Collins, Colo.; Hampshire cup, John Gallagher, Denver, Colo.; Hampshire ribbon, Joseph Kerr, Ft. Collins, Colo.; Southdown cup, R. G. Maxwell & Sons, Ft. Collins, Colo.; Oxford cup, B. M. Roberts, Ft. Collins, Colo.; Rambouillet cup, Elmer Johnson, Ft. Collins, Colo.; Rambouillet ribbon, C. R. Evans, Ft. Collins, Colo.; Poland-China cup, George J. German, Cozad, Neb.; Poland-China ribbon, George J. German, Cozad, Neb.; Berkshire cup, Mevich & Snoke, Llewellyn, Neb.; Berkshire ribbon, Mevich & Snoke, Llewellyn, Neb.; Duroc-Jersey cup, Boys' and Girls' Club, Larimer Co., Colo.; Duroc-Jersey ribbon, George J. German, Cozad, Neb.; Hampshire cup, J. H. Williamson, Beatrice, Neb.; Hampshire ribbon, J. E. Erickson, Holdrege, Neb.

Southwestern Fat Stock Show, Ft. Worth, Tex.—Hereford cup, Spivey Brothers, Bellevue, Tex.; Hereford ribbon, J. H. Nail, Jr., Ft. Worth, Tex.; Aberdeen-Angus cup, Double U Cattle Co., Post City, Tex.; Aberdeen-Angus ribbon, Double U Cattle Co., Post City, Tex.; Rambouillet cup, Spur Experiment Station, Spur, Tex.; Poland-China cup, R. C. Fisher, Jr., Frisco, Tex.; Poland-China ribbon, Alfred Vetesk, Canyon, Tex.; Duroc-Jersey cup, Mohon Brothers, Prosper, Tex.; Duroc-Jersey ribbon, G. F. Walker, Canyon, Tex.; Hampshire cup, C. B. Shipley, Prosper, Tex.; Shorthorn medal, J. B. Hutton, Ferry, Tex.; Hereford medal, Elliott Boog-Scott, Coleman, Tex.; Poland-China medal, Alfred Vetesk, Canyon, Tex.; Duroc-Jersey medal, Glenn Shelton, Arlington, Tex.

For the coming season it is planned to extend the work to two or three new fairs. As organized at present the following schedule will be followed:

Fair.	No. cattle cups.	No. swine & sheep cups.	No. medals.
Atlanta	3	4	0
Nashville	3	0	3
International	3	12	11
Denver	3	10	0
American Royal	3	4	0
Oklahoma City	2	0	0
Fort Worth	3	7	8
St. Paul, Jr., Live-stock Show	0	0	12
St. Joseph Feeder Show	0	0	3
Eastern States Fair ..	0	0	3
Pacific International ..	3	0	11
	23	37	51

Second prize ribbons will be awarded with each of the cups. The only change in the conditions of award as compared to last year are that in the International Livestock Exposition, the National Western Stock Show at Denver, the Southwest American Livestock Exposition at Oklahoma City, and the Southwestern Fat Show at Ft. Worth, the cups will be awarded to the breeders rather than the exhibitors in case the exhibitor is not the breeder.

Possible Future Work.

Two possible fields of work may develop in the future. It is quite likely that the organization of the Eastern States Beef Cattle Producers' Association this year will mean that we shall ultimately offer cups at a leading Eastern livestock show, presumably the Eastern States Exposition at Springfield. Furthermore, the growth of boys' and girls' club work and the very excellent quality of calves, pigs and lambs which they show, will probably increase the need of medals for this work. However, since the medals are not expensive it will probably be advisable to back this as far as possible.

In general the results of the committee's work have even exceeded our highest expectations, and it is the committee's belief that we can expect a definite result in the quality of livestock to be marketed a few years hence.

Report of Committee on the Eradication of Live Stock Diseases

CHAIRMAN W. H. GEHRMANN: The Committee on the Eradication of Livestock Diseases is pleased to report that the livestock of the United States has been comparatively free during the year from acute destructive animal plagues. With the exception of cholera in hogs and tuberculosis in cattle and hogs, there has been little cause for alarm due to infectious animal diseases.

The committee is of the opinion that it is unnecessary to direct the attention of the membership to the importance of such a status from both an economic and public health standpoint. It is thought that at times neither the producer of livestock, packer or consumer realizes in full measure just what has been required in the way of conscientious effort and operating expenses in order that infectious animal diseases be held in control in the United States in such a highly efficient and satisfactory manner.

We feel that the producer, packer and public alike owe a debt of special gratitude to the federal and state livestock sanitary forces of this nation for their conscientious and untiring efforts in keeping many of the animal plagues of foreign countries from the shores of the United States and properly controlling those that are considered common to our domestic livestock. We should not overlook the many possible avenues through which the infectious diseases now prevalent among the livestock of many of the foreign countries, with which we have an interchange of commerce, might reach our domestic livestock.

Your committee recognizes the efficient barriers that have been set up against such a possibility by the practical and scientific efficiency of the U. S. Bureau of Animal Industry. The committee feels that this report would not be complete if in the beginning proper recognition for leadership, practical and scientific efficiency in the interests of the agriculture of this nation were not given to the Bureau of Animal Industry of the U. S. Department of Agriculture.

Round Worms in Hogs.

The infestation of pigs with round worms have in many instances been the cause of practically destroying the pig crops in many of our hog producing communities. Until the life-cycle and other scientific data in connection with the development of this worm from the egg to the adult stage was established by scientists in the United States Bureau of Animal Industry, deaths among pigs from this cause have often been confused with other diseases. In some communities the disease is considered as "infectious pneumonia," yet the pneumonia was proven to be nothing more than a certain state in

the life-cycle of the worm which carried it into the lung of the pig.

The Bureau of Animal Industry scientists have proven that the infestation of pigs with round worms does not mean that the worm enters the digestive tract in the form of an egg or larvae and there passes through the various stages in its life-cycle. Instead, this worm is not developed to maturity in the intestine until after it has in some stage of its life-cycle entered the blood circulatory system, and has been deposited in the lungs, where it is the direct cause of pneumonia from this source. The irritation set up in the respiratory tract by the presence of the undeveloped worm causes the pig to cough, and the mucous which reaches the mouth is swallowed, carrying the undeveloped worm back to the digestive tract, where it develops into the adult stage.

The Bureau has demonstrated that with proper sanitary handling of sows before they farrow, it is possible to greatly reduce the number of worms in pigs, if not entirely to eliminate them.

The importance of these discoveries to both producer and packer cannot be underestimated, and the committee recommends that the government's bulletin dealing on all important detail be obtained by the membership, with a view of familiarizing them with the many possibilities in the interest of producer and packer alike if proper sanitary precautions as outlined by the Bureau are followed.

Grub or Warble.

The committee cannot report any systematic effort toward the controlling of this parasite, and will therefore confine this part of the report to the reiteration of our statement made at the last convention, "that its economic importance in connection with the damage to hides and losses in meat is worthy of the full consideration of our livestock sanitarians."

Hog Cholera.

At our last convention, the president of the Institute directed your attention to the excellent work being done by the Federal and State governments toward the proper control and eradication of this disease. He also brought to the convention's attention that he had information to the effect that many communities which had been practically free of cholera infection were feeling rather secure from any further losses from this cause, and were not vaccinating their hogs. In addition to the sounding of this warning, the Institute indicated through resolution a similar warning.

The committee regrets to report in many communities this feeling of security, which was caused by the farmers not vaccinating their hogs, resulted in very destructive losses during the present year.

Tuberculosis.

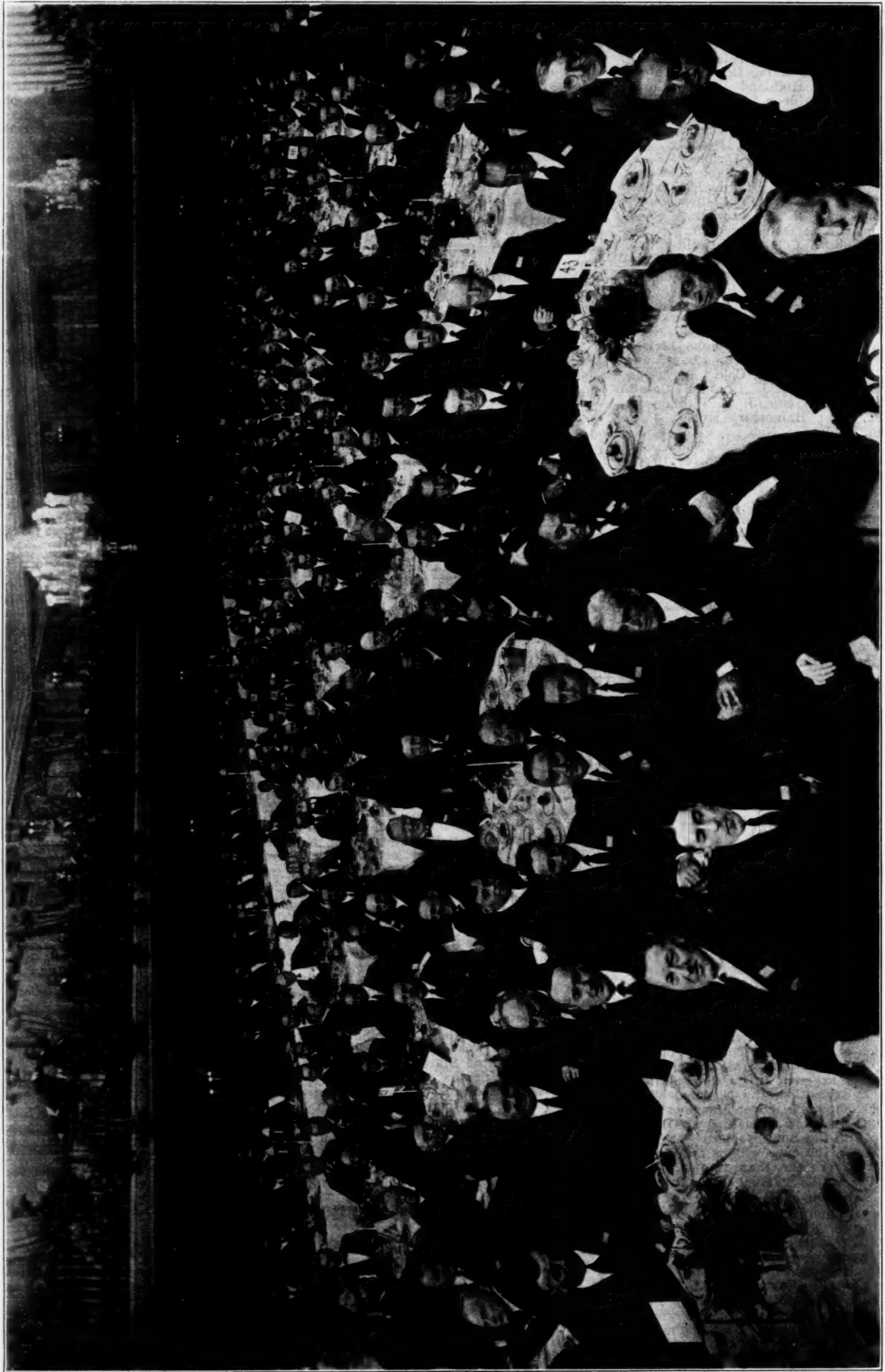
Very satisfactory progress is being made toward bringing this disease under proper control.

The importance of the disease from both an economic and public health standpoint is indicated in the recognition being given to it by our Federal and State governments. In the year 1917, the total appropriation of the Federal government for fighting tuberculosis among our livestock was \$500,000. The Federal appropriation has been increased from year to year and the last appropriation provided by Congress for this work was \$2,878,800, and \$4,000,000 was provided by the various State legislatures.

Further reference to the many details in connection with the importance of this disease will be made in the chairman's address on the importance of the eradication of livestock diseases, but suffice it to say that with the good work of the Federal and State governments co-operating with the National Livestock Exchange and other agencies, your Committee on the Eradication of Livestock Diseases will undoubtedly report splendid progress in the control of this disease at each future meeting of this Institute.

The Convention Issue

Copies of this Official Packers' Convention Number may be had—as long as they last—upon application to THE NATIONAL PROVISIONER, Old Colony Building, Chicago. The price is 50 cents per copy. The supply is very limited, and advance orders have the preference.



SEVENTEENTH ANNUAL BANQUET, INSTITUTE OF AMERICAN MEAT PACKERS, DRAKE HOTEL, CHICAGO, ILL., OCTOBER 10, 1922.

The Annual Banquet

The annual dinner, held in the banquet hall of the Drake on Tuesday evening, October 10, recorded the high-water mark in attendance for packer convention events. More than 700 diners occupied tables which filled not only the main banquet hall, but also every available ante-room within reach of the scene of festivities. This excelled even the turnouts of the famous olden days.

There was plenty of hilarity—an excellent aid to digestion—but the crowd was instantly responsive to the serious significances of the evening. These were the tributes paid by federal and state functionaries to the packing industry as exemplified in the Institute, and the personal testimonial to the founder and head of that Institute which was an event of the proceedings.

It was plain from the remarks of the representative of the Secretary of Agriculture that the government had found the packers 100 per cent co-operators in the enforcement of the Packer and Stockyards Act, and Washington was not backward in acknowledging the fact. The governor of one of the great Middle West states took it upon himself—and he is a foremost livestock producer as well as a state executive—not only to give credit to the packing industry, but to pay tribute to it for its public service.

In presenting to the retiring head of the Institute a testimonial bearing an historic list of packer signatures, a rising young leader in the packing world elicited a display of enthusiastic regard for Mr. Wilson that was in itself the most convincing proof of the solid success of the Institute.

The dinner appointments were perfect and the proceedings were carried out with a smoothness that showed the master hand responsible last year was still shaping the arrangements. Dan Bestor's orchestra furnished music and accompaniment for the dinner singing, and Miss Lillian Moyer, a budding operatic star, sang engagingly from the balcony.

A pleasant feature was the entrance of the ladies on their return from the theater party given for them. They arrived in time for the presentation to Mr. Wilson and for the hilarious good time which attended the remarks of the last speaker, the famous humorist, Strickland W. Gillilan of Baltimore.

The committee in charge of this top-notch success comprised C. B. Heinemann, chairman; R. D. MacManus, Armour & Company; C. E. Herrick, Brennan Packing Company; Oscar G. Mayer, Oscar Mayer & Company; E. S. Waterbury, Morris & Company; C. J. Roberts, Roberts & Oake; and E. S. LaBart, Wilson Company.

The menu:

Fresh Shrimp Cocktail
Celery Olives Almonds
Medaillon of Whitefish, Meuniere
Cucumbers, Sour Cream Dressing
Lamb Chop Combination
Special Baked Potato
String Beans au Gratin
Giant Asparagus, Vinaigrette
Bombe Surprise Assorted Cakes
Demi Tasse
Cigars, Cigarettes

President Wilson acted as toastmaster, and at the conclusion of the dinner he opened the program.

Packer Act Chief Introduced.

TOASTMASTER WILSON: I am sure, gentlemen, that you will feel with me disappointment in the absence of the Honorable Secretary of Agriculture. I am convinced that there was a sincere desire on his part to be here tonight, but very important governmental business made that impossible. We all recall with a great deal of satisfaction his visit with us a year ago, and the talk that he made just a few days prior to the time that the President affixed his signature to the Packers and Stockyards Act.

You will recall that he said that it was his purpose to administer the Act in a constructive way, in a helpful manner; that he was opposed to anything in connection with the operation of the Act that would destroy any of the machinery that had been created that was useful. I know from my contact with the Secretary that he gave a great deal of consideration to the selection of a man to administer the Act under his direction. And I think we are very fortunate in having with us the Assistant to the Secretary, who is directly responsible for the administration of the Packers and Stockyards Act. He has kindly consented to meet you gentlemen here from the platform, and to say a few words to us.

I now take great pleasure in introducing Mr. Chester Morrill, of the Department of Agriculture. (Applause.)

MR. CHESTER MORRILL: Mr. Toastmaster and gentlemen of the convention: When Mr. Wilson told me that he would like to have me appear before you I was a little bit in doubt. He told me that he merely wanted me to appear here where you could see me, and I thought there might be some hidden meaning in what he said, because I suppose that he wanted you to see how little there was to fear about me. (Laughter.)

Organize Packer Administration.

Just a little over a year ago the Secretary directed me to undertake the work of organization of the Packers and Stockyards Administration, and I must confess that I was a little fearful. I did not feel as if it was a job for me to undertake, and I have not gotten over that feeling, but there has been much to make me feel pleased with what it has been possible to do, and much of that has been due to Mr. Wilson.

It has been possible to go to Mr. Wilson during the past year and to do something which will act as a precedent, and which I hope can be carried out in every other branch of the industry; and I hope that as the representative of the Packers and Stockyards Administration I can look upon that sort of thing as the outstanding accomplishment of the Packers and Stockyards Administration.

Last winter there came to us a question as to a certain business practice in the packing industry which was looked upon with doubt, as to which there was a doubt in the industry itself, and I felt that I did not want to follow the course that is sometimes followed in governmental matters, of instituting a formal proceeding which might end at some time in the indefinite future in the courts.

So I went to Mr. Wilson and asked him if he would consider taking up the question of bringing together some of the representative men in the industry for the purpose of considering around a table that particular practice, and determining whether it was good or bad, and what should be done about it.

Mr. Wilson's Co-operation.

Mr. Wilson received the suggestion in

the spirit in which I made it, and the result is due entirely to him. Those men were brought together in a conference; the question was laid before them; all the elements of controversy were stripped from it, and the practice was decided by the men around that table to be one that ought to be discontinued.

The conclusions of those men were immediately ratified by those whom they represented, and the practice itself was discontinued; and moreover, it has also been discontinued by competitors of the packers who were not subject to the Packers and Stockyards Act, and who could not be reached by the Government, but who were undoubtedly influenced by force of the example that was set.

Mr. Wilson sent word to us not long ago that so far as he was able to learn, that particular practice had entirely ceased. Thus there was accomplished something, I do not wish to say just what it was, but something that was of considerable benefit to the industry without any formal proceeding, without any publicity, and without any disagreeable features that usually accompany formal proceedings.

Within the past two weeks there was a conference in another branch of the industry between the two groups that have been at issue for many years on a question of considerable importance to both. They met for the purpose of deciding what might be done in the way of reaching an agreement, and representatives of the Packers and Stockyards Administration were invited to be present.

Administration for Agreement.

At the conclusion of that conference the two groups agreed that they would refer this issue to the two representatives of the Packers and Stockyards Administration, who should act in a friendly capacity in determining the issue. The decision we made has been accepted as final by both parties without any formal proceeding. That agreement has been ratified so far by all of the concerns except one, and we are looking for ratification by that one.

One of the men participating in that conference, who is one that you all know, made the statement that he considered that particular agreement to refer that matter to an informal settlement as one of the greatest accomplishments in the livestock industry in the past twenty years. It is my hope, as I said before, that this will be the spirit in which all questions that come up under the Packers and Stockyards Act will be settled at all times.

There, of course, will be times when for some special reason, for the sake of a record, or in order to establish, for example, a rate, it will be necessary to have formal proceedings, but we hope that in those formal proceedings everything in the nature of a controversy will be left out, and the spirit in which the Packers and Stockyards Administration have approached these matters will be recognized, and that is simply that of finding out and determining what course of action should be taken according simply to the facts.

Evolution in Meat Packing.

During my presence here at the proceedings of the convention I have been impressed with an evolution that seems to have been taking place in the packing industry. There seems to be developing in the packing industry a spirit of constructive effort and desire to accomplish things through the medium of research and service. That would have hardly been expected a few years ago, and I find the same thing going on in many other industries.

I wish to express my appreciation at being permitted to attend such a meeting as this. I feel under obligation to you for having learned what I have learned in the past few days. I feel somewhat as Mr. Wilson stated today when he spoke

about the Plan. He said that there had been a number of speakers preceding him; that he felt after having listened to those speeches and having heard what they had said, that his task was made much easier.

I feel that after having attended the sessions of this convention the task of the Government, such as it is, will be very much easier, and I hope that the time will come when the work of the Packers and Stockyards Administration, as well as other branches of the Department of Agriculture, will be settled by working with each branch of the industry and not against any branch.

I thank you. (Applause.)

TOASTMASTER WILSON: It is a very great privilege to introduce the next speaker, a man with whom it has been my privilege for a great many years to have a close personal contact with; a man devoted to the things that he is doing, and devoted to the public welfare, not in the sense of a politician, but a man who devotes a great deal of his time and energy to the public welfare.

We have talked much in our work in the Institute of the improvement of livestock. For many years he has not been talking about it, but he has been doing things constructively in the improvement of livestock. I think the history of beef animals, of the development of beef animals, could not be written without devoting a great deal of space to our next speaker.

I think probably he has done more in that direction than any other one man in this country. He today is an operating farmer, or, as is commonly termed, a "dirt farmer," and he is a producer of some of the best strains of beef cattle in this country. A pedigree of that particular breed is incomplete that does not mention the name of our next speaker.

He is peaceful by nature, but a scrapper when necessary. I think that was proved by the fact that he stopped both Brennan and Dempsey in about a minute one day. (Laughter.) He is a student of all things having to do with livestock and agriculture, and incidentally, is the governor of Indiana, and I take great pleasure in introducing to you Honorable Warren T. McCray, Governor of Indiana. (Applause.)

Governor McCray on Livestock.

GOVERNOR WARREN T. McCRAY: Mr. Toastmaster, members of the Institute of American Meat Packers:

I assure you that I enjoy being with you more than I can tell you. I am always glad to journey over to this wonderful city to meet my friends on this side of the line. I have always felt a most tender feeling for the people of Chicago and of Illinois, because I have always lived only eighty miles south of here and only four miles from the Illinois line. Consequently I have very many very dear friends over on the Illinois side.

I am glad to be with you tonight, not only those of you who live in Illinois, but those who have come from the far-distant states, and am glad to look into the faces of men who are engaged in the packing business, a business that transcends in importance almost every other, and has the great problems of furnishing food to the world. And so I am glad to be with you tonight.

When my good friend, Mr. Wilson, called me up and invited me to be over here at this time, I appreciated the honor, and therefore I readily accepted it, and I am here gladly to speak to you. Unfortunately the duties of a governor, in the midwest states in particular, I think, are very strenuous and they are very exacting, and so the chief executive has but little time to prepare a speech.

I remember that immediately following the close of the war, I think it was in March, 1919, when we had over in Indiana what we called our "round-up" convention.

During the war I served as Chairman of the Food Production Committee, and In-

diana made a wonderful record during that time in increased production of food products, notwithstanding that most of our able-bodied young men were engaged in the war: So after the war we decided that we would have one big grand round-up.

Indiana Helps Livestock.

And we accordingly invited into the Capitol City about 2,000 livestock breeders of Indiana, men who were interested in different phases of livestock development, and we all came together and talked over the situation, talked over the things that we might do for the future; and as chairman of that committee I had the privilege of helping make the program, and I selected as the chief speaker on that occasion two of your most illustrious citizens, one my very dear friend, who is toastmaster tonight, and the other, another good friend, ex-Governor Lowden of this wonderful State. (Applause.)

Knowing that both of these gentlemen were interested in livestock production in its different phases, I was glad to have them talk to the people of Indiana. If I am not mistaken, that was among the earliest attempts of Mr. Wilson to bring the producer and the packer together, and I may say to you, my friends, that the impression that he made upon the Indiana growers of meat products was remarkable, and I frequently hear his speech referred to even yet, because that was the dawning of a new day, that was the beginning of a new program that I believe has been carried on and that should be carried on until the closest tie binds those who produce and those who cure and pack. And so I am simply paying a return visit to my good friend Mr. Wilson, and I am very glad, indeed, to have this opportunity of canceling the debt.

Compliment Service of Packers.

I am very glad, also, as a livestock producer and as Governor of a great agricultural state, thus publicly to acknowledge to you men the service that you have rendered and did render during the great world war in feeding the world, and in bringing together the different elements of this great industry. I believe that the example you set at that time, when you pursued your way unceasingly, regardless of whether it was profitable or whether it was not profitable, to handle the products of the farm, without counting the cost, as I say, you set an example to all kinds of business, that I cannot help but think was most encouraging and most beneficial.

I have not had an opportunity to go into the depths of these questions as I would have liked to in speaking to this wonderful group of men, but I know something about it, because I am a producer myself, and am intimately in touch with the farmer's problems.

I know that in times like this, a man who speaks in public should be very careful of what he has to say. During this crucial period, we should be very careful to speak only plain, simple unadorned truth. I believe, my friends, that there are certain things that we should do at this time, and do them in a way that we have never done before.

There is no doubt but what the fundamental principles of our Government have been shaken. There is no doubt at all but what the fundamental principles which safeguard life and property, and which give to each citizen the right to express himself, has been brought into question, and I believe that the American people as a class will not stand for anything except the freest right to work and to earn your bread by the sweat of your brow, and to take care of yourself.

Preserving Law and Order.

We have a class of people, unfortunately, who say that this kind of a program cannot be pursued. We had a case over in my own state when a certain group of people, negligible in comparison to the vast number who were vitally interested, said that certain things could not be done,

and so I determined, my friends, that I would make a test as to whether the State Government of the great State of Indiana was in the Capitol building in Indianapolis, or was located in the office of the Secretary of the United Mine Workers' Union at Terre Haute. (Applause.)

I know the pulse of the American people, and I know full well that they will not stand for a program of that kind. And so I say that we are in a very critical situation, and it behooves us all to use our best judgment; it behooves us to be tolerant, to be students of all these great questions that must be solved, and must be solved in the right way.

The question of the prosperity of the farmer is only one of these great questions. I am intimately acquainted, as I say, with the producer, and I know that even today the American farmer is not making the cost of the effort that he puts into his work. I realize that that cannot go on long without destroying the industries of the nation, and the strongest efforts must be put forth to change this situation.

How Producer Is Paid.

In Indiana our great agricultural school at Purdue has worked out a theory that is really more than a theory, and they say that it takes 90 hours of work to produce, harvest and market an acre of corn. They arrive at that by converting the horse-power into man-power, and therefore they say that there is a total of 90 hours of man-power given to every acre of corn.

According to the statisticians in Indiana this year, our average crop of corn will run about 36 bushels to the acre. You can now contract in the country elevators of our state No. 3 corn for December delivery at 42 cents; so you can see that 36 bushels an acre at 42 cents makes a gross income from an acre of \$15.18. Statistics also show that 62 per cent of the total farms in Indiana are operated by tenants.

The tenants furnish the equipment, they buy the seed, they do all the work, and they haul one-half of the product of the fields to the elevator to be delivered to the credit of the landlord; and therefore, if you follow me you will find that a tenant receiving one-half of an acre of corn, \$15.18, would get \$7.59 for his 90 hours' work, or a little less than 9 cents per hour for the time actually put in on the work.

Of course, we know that it is a losing game. We know that the whole structure is threatened if that condition continues. It would certainly be a most appalling thing if agriculture should be prostrated. It behooves us all to use every endeavor to help to avoid this cataclysmic disaster. We should by all means do something to help the grain farmers, who are not in position to grow stock.

Unfortunately, most of the landlords have moved to town, and with the meagre income they get from their farms they have but little left after they have bought their gasoline, paid their taxes and lived, and I cannot see much encouragement for the grain farmer until something is done to raise the price of his commodity.

This is not so, however, with the farmer who is feeding his grain, or at least a part of it, into well improved livestock. The feeding of hogs and cattle at this time is very remunerative. The farmers who are engaged in that class of agriculture are rapidly regaining their standing, and are rapidly coming back into an era of prosperity. This should be encouraged, and I believe that with present prices being maintained we will soon forget the dark hours through which we have passed, and will turn our faces to the sunshine, and hope to forget the troublesome days.

Corn and Hog Market.

I believe, if I am not mistaken, that statisticians have figured out that the present corn crop is short of last year's

crop something like 230 million bushels. I also believe that those reports show that there has been an increase in the pig crop of about 15 per cent, or in the neighborhood of about 7 million more pigs raised.

If these are carried to maturity this will require in the neighborhood of 120 million bushels of corn that will not be hauled to market; so if we have a shortage in the crop as compared with last year, with the amount that will be fed on the farm, we have something like 350 million bushels of corn that will not go to market, that will not be secured and hauled by the railroads, as was that much last year.

If that is true, we will certainly have some advance in the price of corn. It will be a relief not only to the grain farmer, who will benefit by having this much less on the market for competition, but will also be of great benefit to the packers and a great benefit to those who raise the added number of hogs. And so I think from that line of reasoning there is even much encouragement to the grain farmer, and I hope, as I have said, that we will soon emerge, and we will all feel that we are back in an era of prosperity that is founded upon sane and sensible grounds, not upon the extravagance of a war-mad world.

I hope, my friends, I hope to see, and I am glad that this organization is doing so much along that line, I hope to see the closest union that is possible between the livestock grower and the man who packs his product. This is as it should be, because their interests are identical. The packer should want to see the man who produces meat products prosper, because thus his business will be stimulated, and the amount that will have to be packed will be correspondingly increased.

The farmer or stock-breeder should want the packer to do well, because he knows that when a man is making a profit he is much easier to deal with; so there is a relationship there; and when the producer and packer are brought together more closely it will have a most stimulating effect in the future.

Great Problems For Executive.

There are many great questions to be solved, many questions that come before the governor of a great State, which require close judgment, and fearlessness in many instances, and, my friends, I feel that one of the most important things at this time is for us all to have the proper respect for law and order. (Applause.)

I feel that we must all obey the law, whether it is the Volstead Act, or whether it is the law that penalizes the man that takes your automobile. We should have the same regard for all of the laws if we want this country to endure. We all have to stand for the courts; we all know that they are the highest authority we have, and questions in dispute should be settled by those courts. Occasionally the governors of the different states, however, have some discretion, and sometimes the judgment of a court has been set aside by a governmental act that is granted him by the Legislature.

Feeding the Human Race.

As I said before, I am glad to have this privilege of being with you tonight. I will always look back at this wonderful group of men and remember the great part they are taking in life's duties. You know that one of the greatest problems in the world is the feeding of the human race. I am looking forward to a great many strides, to much improvement during the next few years. I hope to see a waterway built connecting this great city with the ocean, so that a vessel can be loaded here and start on its eastward journey, and not stop until it delivers its cargo into some foreign port. (Applause.)

We will have a lot to do, my friends, to make this country, this great nation, with its great ideals, all that we are aiming for. I know that this body of men

with the intelligence and resources and the energy that is behind these men can do almost anything that they set out to do, and I am glad to know that you are all willing to give your support and your talents towards helping to give something constructive that will be for the good of the entire nation.

Let us have that vision and solidarity of George Washington, the man whose forward-looking has given us the fine principles that we are following today. Let us have the faith of the immortal Lincoln, that faith, which to use his words, "let us have faith, and in that faith to the end let us dare to do our duty." (Great applause.)

A Memento for Mr. Wilson

At the conclusion of Governor McCray's address Mr. Oscar G. Mayer stepped forward and asked for recognition, presenting to President Wilson a set of testimonial resolutions illuminated on parchment, and bound in a leather book containing the signatures of the leaders of the industry, the rank and file of the meat packing world, every one the personal friend and admirer of the founder of the Institute.

These resolutions, adopted by the convention and ratified by the assemblage, were as follows:

"WHEREAS, There arose a time in the period of reconstruction following the signing of the armistice when strong leadership and a well-knitted organization were essential to bringing the meat industry back to a normal basis; and

"WHEREAS, This leadership in the person of Thomas E. Wilson, and the organization in the Institute of American Meat Packers, were the means of guiding the destiny of this great industry through the trying period of reconstruction and readjustment; and

"WHEREAS, The man largely responsible for the organization of the Institute and for its wonderful growth and effectiveness has expressed a desire to retire from its executive direction while still retaining his interest in its future growth and development; therefore be it

"RESOLVED, That this, the Seventeenth Annual Convention of the Institute of American Meat Packers, expresses its deep appreciation of the work of our retiring president and of his unselfish and untiring devotion to the cause of the great industry in which we are engaged; and be it

"FURTHER RESOLVED, That a copy of this resolution shall be suitably engrossed, signed by those in attendance and presented to our retiring president as a testimonial of this appreciation."

MR. OSCAR G. MAYER: Mr. President, honored guests, members of the Institute:

"I am rising in a matter of personal privilege, one of vital concern to us all. Nothing in the world could at this moment give me greater pleasure than the duty I am called upon to perform, for I am bound to the object of my remarks with personal ties of deep respect and great affection.

"The Institute is filled tonight with a sense of melancholy and deprivation over the announcement by Mr. Wilson that he will not again accept the presidency of this, the child of his heart. Under his magic hand from anomalous beginnings this Institute has flowered into a thing of rare dignity, a great common ground where all men connected with our great industry, producer, packer, retailer, consumer, and authorities alike can meet in the spirit of unity and justice to work out the problems that confront us.

"Man of rare vision, he was the first to see in the tempestuous seas of post-war adjustment that a safer beacon was necessary than that to which we have been accustomed.

"It does me honor, Mr. Wilson, it does us, your colleagues from all over the nation, great honor to present to you this evening, the last of your incumbency, a slight memorial of our high esteem and

affection. May it be symbolic to you of the great work you have launched, oblivious of your own time and interests, the far-reaching effects of which you will never realize. May you continue to support us with your quiet wisdom and with the great love which you bear this industry.

"To Thomas E. Wilson, first and thrice president of the Institute, organizer, sympathetic counsellor, altruist and master-thinker, with the profound gratitude of your assembled colleagues and friends."

(Long and continued applause, the members standing.)

President Wilson Responds.

TOASTMASTER WILSON: Fellow-workers and Friends: Words fail me at this time. You have honored me with what I think is the greatest honor that it is possible for a body of men to bestow upon one of their number, that of selecting me as the president of your association for three succeeding years. You have added an additional honor tonight, one for which I am very grateful.

I have served the Institute throughout the three years, of course, to the best of my ability. It has been a great pleasure to me to have had that privilege. It has been a great pleasure to have worked with such a body of men, and to have had the support and the co-operation from every single man, every single member of the Institute.

No man could fail under such circumstances. There is no such thing possible as failure under those circumstances, and I ask of you, and the greatest thing that I can ask of you, for the man who is to succeed me, that you give to him that same support, that same hearty co-operation that has been given to me, and if you do, the work of the Institute will go on, I will guarantee you, because it cannot fail under those circumstances, and I pledge you, of course, my continued support and co-operation.

I am heartily interested in the welfare of the industry, of the success of the Institute. I am glad that the speaker indicated that it was a child of mine. I am glad to recognize that child. It is a great compliment that you have paid me, and I thank you from the bottom of my heart. (Great applause.)

TOASTMASTER WILSON: I think most of the ladies and gentlemen are acquainted with our next speaker; at least, most of us are familiar with his work, through his contributions in the press throughout the country. He is probably the greatest humorist in the country today. He was born in Ohio, but soon moved to Indiana, where, Hoosier-like, he immediately became a poet. He left Indiana, went to Baltimore and became a poet-reporter. I have had a lot of fun up here tonight because I have been between two Indians, two Hoosiers, and of all the poetry that has passed back and forth—you cannot imagine.

I have very great pleasure in introducing the speaker to you, one that I am sure will give you a great deal of pleasure. He has that happy faculty of saying many serious things in a very humorous way. I have pleasure in introducing Mr. Strickland Gillilan.

(Applause.)

A Feast of Humor.

MR. STRICKLAND W. GILLILAN: Mr. Toastmaster, Governor, Gentlemen, et cetera. (Laughter.)

It is certainly a pleasure to me to be here tonight, and I was looking around here and picking out some of these Baltimoreans from the crowd, and thinking about the general tenor of this business that you represent, and I happened to think of a little strange and characteristic incident that happened one time between Baltimore and Chicago.

There was a young man from Baltimore who was sent to Chicago to take a job in one of the big industries here, and the man

who sent him was a typical Baltimorean at that time, who thought a great deal more about family and social relations, social connections than he did about anything else. So he dictated a letter that he sent to Chicago, to the Chicago business man, introducing this young fellow, and devoted this letter almost entirely to the young man's social connections, and how many generations had been in the Blue Book, and how many Bonapartes and Pattersons and Robbins and Egers, and the rest of them were in his family tree.

The Chicago man read the letter very carefully and hastily turned it over and looked on the back to see if there was anything there that interested him, and he found there was not, so he then wrote back to the Baltimorean, who had sent the young man, saying: "You must have misunderstood me; I wanted him for clerical work and not for breeding purposes." (Applause and laughter.)

It is very fine to be here where the speakers are Hoosiers. It is a case where Hoosiers rush in where Cabinet members fear to tread. (Laughter and applause.)

But really, Governor McCray and I see absolutely no reason why anybody else should be had to speak at a banquet so long as there are Hoosiers to be obtained. (Laughter.)

Quelling a Riot.

We feel about these banquets a great deal as the Texas ranger did one time, where there was a riot in Texas, in a Texas city, and the rioters cleaned up the sheriff's posse, and the police force, and what was left of the sheriff went to the telegraph office and wired for the rangers to come in and settle the little disturbance.

When the train came in that was to bring the rangers, the sheriff expected three or four extra cars to bring these men. There were no extra cars on the train. He looked at the train, expecting to see them bulging out of the day-coach, but nobody came but one old woman with a basket.

He then looked at the smoker, and one little weazened man with a big gun in a holster came out with a star on him. The sheriff went up to him and says: "Where are your men?"

He said: "Men? How many riots you all got here?" (Laughter.)

There is always a great deal of pleasure to be at a banquet where the toastmaster does not waste his substance in riotous introducing, and spend the entire evening introducing somebody. It is nice to have one that knows when to quit after he has said it.

You know, when you have that kind of a toastmaster you are not reminded of the case of the Non-partisan League farmer out in North Dakota. The purpose of the Non-partisan League being to dispense with everything between the producer and the consumer. (Laughter.) Of course, that was organized before the Institute of American Meat Packers was organized. (Laughter.) To dispense with all the trouble between the middleman and the people on both sides of him.

But this Non-partisan League farmer was imbued with the idea of dispensing with the middleman. His wife was sick and he sent for the undertaker.

The undertaker came and looked at her and said:

"Man, it is the doctor you want."

He says: "Not by a damned sight; I don't believe in these middlemen." (Laughter.)

A Pallbearer's Joke.

It would probably be very becoming for me to stand up here and blush and stammer and deplore the fact that words of praise had been used in introducing me. I do not do that. I am perfectly honest about those things. I eat that stuff. The Bible tells us that the Lord loves to be praised, which renders entirely superfluous the further statement that we were made in His image. (Laughter.) We all like it.

The only thing I can do in all modesty

in commenting upon the kindly introduction is to tell you about the intoxicated pallbearer on one momentous occasion. You know very well that any occasion on which a pallbearer would be intoxicated would be a momentous occasion.

This fellow absolutely abominated pallbearing. There wasn't anything he could think of in the morning when his mind was clearest that he would not rather do than pallbear. It always depressed him so it made him perfectly miserable. Pallbearing was to his intellect absolute zero in indoor and outdoor sports.

But one time he had a job of pallbearing thrust on him. He could not side-step it. He did not know what he could do about it. He felt as if he could not bear to go through with it, but finally in his dilemma he went and became utterly "squiffed" and while in that condition on some kind of native-born moonshine, I don't know what it was, he went on the job.

He got on as well as he usually did. It is remarkable how little intelligence some jobs require. So far as anybody could tell he "Pall-bore" as well as he had ever been known to at any time. He got along all right until the last minute, and then he spilled the beans.

When the minister was sprinkling dirt on the casket and saying: "Ashes to ashes, and dust to dust," he broke out and says: "That is fair enough." (Laughter.)

It was perfectly splendid and quite a privilege and honor to be identified with a bunch of people of your caliber and character in this very pleasant way. Sometimes a fellow gets himself identified without knowing it has been done to him.

A Case of Identification.

Out in Kansas, I have a friend who lives in a little town, Manhattan, Kansas, no, Minneapolis, Kansas, a smaller town than Manhattan. This man's name was Ed. Wood. He was an Englishman and ran a hotel, and stuttered. He carried on all three industries at the same time.

Before the recent war, Ed. went to England to visit his people. When he got as near home as New York, he pulled out his brown, leather-strapped wallet and found that his cash was not sufficient to take him in comfort to Kansas, and do the shopping he wanted to do in New York, so he wired his friend, Joe Smith, in the town of Minneapolis, Kansas, to send him \$175 by telegraph.

Joe immediately wired the banking house of Kuhn, Loeb & Company in New York to pay Ed. Wood \$175 on demand and identify Mr. Wood by his stammer, when he called on Kuhn, Loeb & Company and asked for his money.

When Ed. got home he went right around to see his friend Joe. He said: "Do-o-o y-o-u-u k-n-o-w Kuhn's people are all to the good?"

"Well, I am glad they treated you well." "They did, I went in there and I said: 'y-y-you g-g-uys g-g-got any money for Ed. Wood?'"

They said: "Yes, we got \$175."

I says, "Sh-sh-shell her out," and they handed it out and never asked a damned word about identification." (Laughter.)

Recommending the Parson.

Sometimes a fellow gets himself all identified up that way, somebody goes on with a recommendation which turns out bad for him. You know if a recommendation stopped in the right place, it would be all right, but so many of them tack on a sort of codicil, a sort of a growth that spills everything. I know a case of that kind.

A young fellow over here in northern Indiana, who took his first shot as a minister. His first parish was over in the northern part of the state. He had not always been a minister. For a long time he had been a regular fellow, and as a regular fellow he had some habits, one of which is supposed to have been legislated out of existence. (Laughter.)

He got running around with the young birds in the community, and on one occa-

sion he inhaled enough of the thing which cheers and also inebriates to make it noticeable in his demeanor. The glad tidings crept over the community like a fire in an oil train, that the minister had been drunk, so that automatically ended his job in the ministry, and he was very much disgusted about it.

He felt pretty badly. He regretted his folly, and also that foolish attitude of the world, which won't give a minister a chance to get back on his feet after he once falls. He tried that old-time but never-successful experiment which people will go on trying over and over again, although it always fails, of drowning his sorrow in more drink. He found out after a while that he was merely giving his sorrow swimming lessons. (Laughter.)

He wanted to get back in the ministry, so he went to a town in the southern part of the state. He did not want to leave Indiana altogether, because he might want to write a book some time. So he went down in the southern part of the state, and found a flock without a shepherd. He applied for the shepherdcy, and they tried him out, and he made good in the pulpit. They wanted a reference.

There is where his feet froze. He did not want to say anything about these people back there where he had been, but he thought if there was a white bird in the community that would give him a chance for his life it would be one fellow, so he gave the name of that man, and waited with fear and trembling the result. When the letter came it read something like this:

"The young man you have mentioned to me is a very excellent preacher, as you have no doubt ascertained. He is also faithful and very zealous in his pastoral work. You will make no mistake in employing him."

If he had stopped there everything would have been jake, but he added this postscript:

"It may interest you to know he is somewhat quarrelsome when he is drunk." (Laughter.)

Taking Yourself Seriously.

Now, friends, I am not going to instruct you any tonight at all. There are a lot of reasons why I shall not instruct you. I shall not give you all the reasons. I will give you one basic reason why I shall not instruct you, and that is that I do not know anything to tell you. I do not know any more than you do. (Laughter.) I say this in the hope of arousing your pity for me. (Laughter.)

And if I did know anything you didn't know, I wouldn't tell you; you would not believe it; people don't believe things they don't already know when you tell it to them. The only way to get along with people is to tell them things they already know. They will think you are smart, because you know the same things they know. (Laughter.)

I shall not instruct you tonight for very excellent reasons.

Another reason, I do not stand up here and attempt to instruct you gentlemen, many of you could teach me a great deal more than I already know in a few minutes, but the reason I do not do it is because I do not take myself seriously enough.

Do not misunderstand me; I take the thing I try to do as seriously as any human being takes his work. Every human being ought to do that. But I do not take myself seriously. In that way lies madness.

When I used to work on the Los Angeles Herald, a great many years ago, some wise wag had written on the wall of the Editorial rooms: "Blessed is he who taketh himself seriously, for he shall create much amusement." (Laughter.)

You know yourselves, men, the most ridiculous thing in this somewhat ridiculous world, is the human being that has got into his egotistical head that he amounts to something intrinsically. There

is no human being on the face of the earth that has any intrinsic value outside of a soap vat. (Laughter.)

Ideals the Only Value.

The only value that can accrue to any human being is the idea he represents and the ideal he totes around with him and tries to keep alive and growing all the time. The human being who has not some idea a great deal bigger than himself amounts to at least 33 1/3 per cent less than a cipher with the rim rubbed out. (Laughter.)

Ideals are immortal; human beings are mortal, and about the most transient thing you can think of. We must not take ourselves seriously, but think about this ideal we represent right straight along.

I am not going to give you any more information than was given on one occasion by a station agent at Weeping Water, Neb. I have told some of you this story before. This man lives out pretty close to where Mike Murphy lives, not very far from Omaha.

This man was not only just a station agent, he was the hub of things, he was the pooh-bah; he was the whole show. He was the telegraph operator, he was the agent, the ticket agent, the baggage agent, express agent, freight agent, and everything else around there, and he had been working on that same job for about twenty years, and had not had any promotion.

He never would have a promotion. He had really no more chance in life than a bow-legged girl in the town where she was raised, not a particle. (Laughter.) This man had been born under an unlucky star, but to begin with, everything had broke wrong for him all his life, probably with his assistance, but he didn't know it.

He had married a girl that he thought married young. He married a girl that he thought was healthy. She turned out to be a steady invalid. They had four children, three in bogey and one in par. (Laughter.)

He was about eight or nine years, by conservative estimate, behind with his doctor bills, and had known for a long time there was no Santa Claus. (Laughter.) And he was becoming permanently embittered. He was one of those even-tempered people, always mad. (Laughter.)

No Tidings for Him.

There was in that town a minister of the gospel of the old type, which, thank the Lord, is now almost entirely extinct, the fellow who always wore a long Prince Albert, a "Jim-springer," with plenty of dandruff on the lapels, and a white-lawn tie with raveled edges, and he always spoke in a ministerial tone on any and all occasions, no matter what it was he was discussing.

One day when this telegraph operator and everything else had a particularly vicious grouch on, he was sitting with his back to the window, handling the brass with his left hand; he was a south-paw operator, if that makes any difference. The minister came up and says: "My brother, are there any tidings of the approaching train?" He said: "Not a God-damned tiding." (Laughter.)

Gentlemen, I am not here to scare you about anything—"Let not thy heart be troubled." I do not want you to worry about anything, because I was here, because worry never helped anybody, anyway. If there are problems they are meant to be faced and not feared, so we do not want to get scared about things; and you know it is easy, so many people are going around trying to scare us to death all the time.

The only time you can afford to let fear and uneasiness enter your calculations, is when there is nothing on the face of the earth to be worried or scared at, because when there is anything to scare you, or anything you think is big enough to scare

you, that means you are having a crisis of some kind.

What You Need in a Crisis.

What do you need in a crisis? Faith, intelligence and courage, and when fear has charge of you, faith, intelligence and courage are away somewhere on a long vacation. When you are scared you have less sense than you have any other time, and that is less than anybody can get along with.

I have been looking at you folks quite a while. I have not seen anybody here tonight that looks to me as if he had any more sense than he needed, when it is all working. (Laughter.)

I shall probably take the edge off that insult by saying I never saw anybody else anywhere who had more than he needed. Neither did you. There never could be any such person in this world, until half of the universe is changed absolutely and diametrically, because you know the plan of the universe is that we are absolutely required and held responsible in proportion to the amount of intelligence, and not only the amount of intelligence we have, but the amount we had a chance to get and did not.

So you cannot be any brighter than you need to be. You need every bit you have got, and the man who uses 100 per cent of his intelligence sixty seconds of every minute of every waking hour of the day, is the only one that is doing what he is required to do, or that he is held responsible for in the long run.

To show you how fear and intelligence cannot work together in the same mind, one time there was a long-haired highbrow standing up with a cluster of his devotees, and among other things he was giving those people statistics. Just think what a treat that must have been to them.

How people love statistics! They just dote on them. They just sit forward in their seats with their mouths and eyes hanging open, drinking in statistics. Finally, when the fellow finally pauses for want of breath, they say: "Haven't you one more little statistic?"

Statistics and Checking Up.

The beauty about statistics is, you do not have to know anything at all. Anybody can give statistics until the cows come home. All you have to do is to be familiar with the nine figures and able to arrange them rapidly in clumps, not only rapidly, but extemporaneously. Statistics are the finest mask that ignorance has ever learned how to wear.

This man was giving statistics. If you are giving statistics and you see somebody checking up on you, as you go along, all you need to do is to throw in a fraction, and they will not catch up for a month. (Laughter.)

This orator in talking to these people told them that in 250,000 years from now this world will be no more. He made it snappy. (Laughter.) One fellow jumped up with his eyes sticking out until you could sit on one and saw the other one off, and he said, "What did you say?"

He said: "In two hundred and fifty thousand years from now this world will be no more."

The inquirer replied, "Oh, I thought you said one hundred and fifty thousand." (Laughter.)

Now, to show you how fear and intelligence are never team-mates in any mind, not very long ago one of these people with the foot and mouth disease, running around and talking all the time (laughter), was making a speech to a poor little defenseless cluster of school children over in northwestern Pennsylvania.

Among things he told them was that the cliff that the water falls over at Niagara Falls is wearing away, just think of that, at the rate of one inch every twelve years.

Now, wouldn't that take your appetite away, to know about that insidious peril creeping upon us day and night? One little boy commenced to bawl like a calf,

and the man went back to him and said: "What is the matter, Bobby?"

He said: "I got an aunt living in Erie." (Laughter.)

Learning to Live.

You know some people have a natural talent, a natural gift, a genius for finding something to be scared about. Something that is horrible, something to apprehend, something to take away their happiness, and they have to talk about it. Some people wake up in the morning and they can reach right out into the empty air where you cannot see anything but sunshine and blue sky, and grab up a double handful of dark, sticky, gummy gloom. They will divide it with you, they will let you have it all if you want it, because they know where they can get some more.

For some reason that no one has ever yet been able to satisfactorily explain, these people always labor under the hallucination that they are religious.

Where do they get that idea? Religion is a thing of joy, but these people never find anything like that. When you find anybody with crepe on their religion, their religion is dead. That is why they put crepe on it.

The only thing I know is, if you are not decent, get that way. You might like it. If you are decent, stay so, and try to improve the grade a little bit. If you do that, that is all anybody could do under the circumstances.

TOASTMASTER WILSON: I am sure we are all very grateful to Mr. Gillilan for the delightful entertainment that he has rendered. We are also grateful to Governor McCray, Mr. Morrill and Miss Moyer for their part in the entertainment this evening. We now stand adjourned.

INSTI-TOOT AIDS.

Keeping the packers at the convention and their friends in touch with everything that was going on at The Drake and elsewhere, the ever popular daily paper of the packer conventions, "The Insti-toot," was more interesting than ever. A feature of it this year was the prominent way in which the program was played up each day. Special writeups were given in each issue of the preceding day's events and addresses and reports. And no one was free from good-natured shafts of wit and humor. Convention meetings of the Institute of American Meat Packers would not be complete without the newspaper with the smallest and most exclusive circulation in the world. This year it was under the able direction of Leslie Orear and Stanley Hedberg of the Armour publicity force. The committee in charge of convention publicity included R. D. MacManus of Armour & Company, R. D. Hebb of Swift & Co., Fred E. Rochester of Morris & Company, and E. S. La Bart of Wilson & Company.

VISITORS FROM ABROAD.

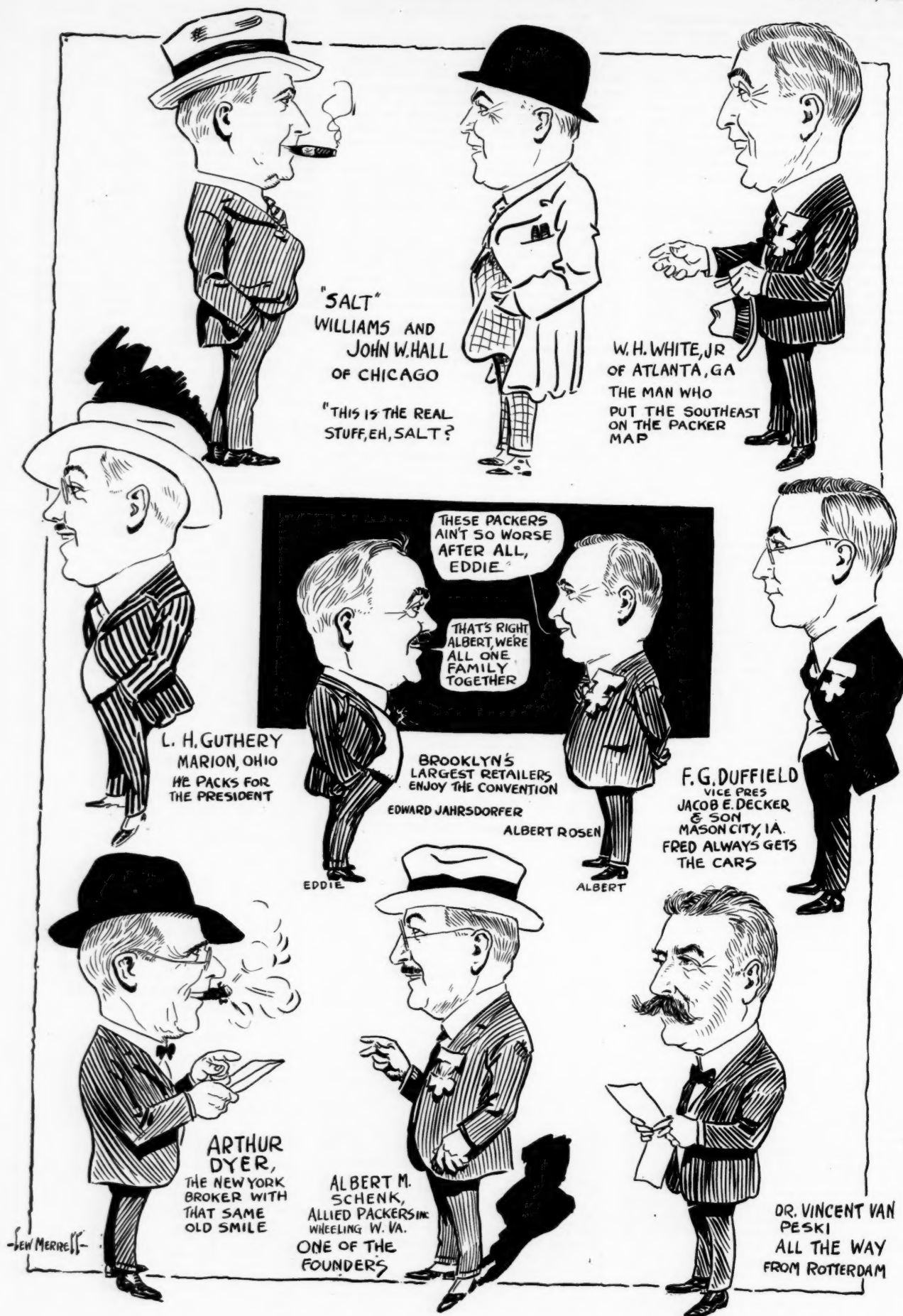
Again this year a number of foreign visitors attended the Institute convention.

W. A. Gillespie, of the famous firm of Bamford Bros., Liverpool, was a guest and enjoyed meeting his host of friends in the States trade.

T. R. Cavaghan of the firm of Cavaghan & Gray, Carlisle, England, was another interested visitor. They are leading home curers of Great Britain.

W. H. Crook, manager of the Jacob Dold Packing Company interests in the United Kingdom, was carefully chaperoned by James Cownie, and got more train-riding and less pedestrian exercise than he had experienced in years.

Dr. V. Van Peski, of Rotterdam, Holland, secretary of the Netherlands Association for the Trade in Oils, Fats and Oleaginous Seeds, did not miss a convention event. He has been so favorably impressed by America that he has entered his son as a student at Harvard.



Trade and Supply Men Meet with Packers

The annual meeting of the American Meat Packers' Trade and Supply Association was held at the Drake hotel, Chicago, October 11th, in connection with the Institute convention.

The President, J. P. Brunt, Mid-West Box Co., Chicago, called the meeting to order. He reviewed the work of the Association during the past year and called particular attention to the pleasant relation that exist with the Institute of American Meat Packers.

The Association assisted in arranging various entertainments prepared for the annual convention of the Institute, sharing in the expense thereof. In closing his address the President announced that he would not be a candidate for re-election, as he believed that after three years of continuous service as President, some other member should be elected to the presidency.

New members were elected and various committees reported. The meeting also recommended to the Board of Directors that the annual dues be reduced to \$25.00.

Officers were elected for the ensuing year as follows:

President—R. B. Harbison, Paterson Parchment Paper Co., Chicago.
Vice-President—H. L. Harris, Pacific Coast Borax Co., New York.

Directors—C. H. Hanson, Thomson & Taylor Company, Chicago; Chas. V. Brecht, The Brecht Company, St. Louis, Mo.; Horace C. Gardner, Gardner & Lindberg, Chicago; H. G. Edwards, American Can Company, Chicago; W. J. Richter, Walter J. Richter & Company, Chicago; George M. Stedman, Stedman's Foundry & Machine Works, Aurora, Ind.; J. P. Griffin, P. G. Gray Co., Boston; John J. Dupps, Jr., Cincinnati, Butchers' Supply Co., Cincinnati, O.

The position of secretary and treasurer was left vacant, to be filled by the board of directors.

The convention gave the retiring president, J. P. Brunt, a hearty vote of thanks for his hard work during the past three years. President-elect Harbison made a vigorous appeal for co-operation in the work of the coming year, and promised that there would be plenty to keep everybody busy.

SILVER JUBILEE VETERANS.

At each convention those who have served in the industry for 25 years or more, and who have not previously received recognition, are presented with "Silver Jubilee" badges by the Institute. This year the following received this honor:

Allied Packers, Inc.—George Smith, Parker, Webb Company, Detroit, Mich. (25 years); George Gehringer, Parker, Webb Company, Detroit, Mich. (25 years); Tom Hurley, Parker, Webb Company, Detroit, Mich. (25 years); J. H. Robertson, Klineck Packing Company, Buffalo, N. Y. (25 years); O. Blaurock, Western Packing & Provision Co., Chicago, Ill. (33 years); C. B. Waite, Western Packing & Provision Company, Chicago, Ill. (30 years); H. E. Dennis, Chas. Wolff Packing Company, Topeka, Kan. (25 years); W. G. Bowie, Chas. Wolff Packing Co., Topeka, Kan. (25 years); Frank Krische, Chas. Wolff Packing Company, Topeka, Kan. (25 years); Wm. Butler, Chas. Wolff Packing Company, Topeka, Kan. (25 years); A. J. Eyer, Chas. Wolff Packing Co., Topeka, Kan. (25 years); Wm. Weatherby, Chas. Wolff Packing Company, Topeka, Kan. (25 years).

Armour & Company, Chicago—George M. Willetts, Henry H. Kamsler and George Peterson.

Beste Provision Company, Inc., Wilmington, Del.—Bernard J. Beste (26 years), Thos. C. Alexander (26 years).

Corkran, Hill & Company, Inc., Union Stock Yards, Baltimore, Md.—Henry W. Marston (32 years); A. T. McAllister (30 years).

Cross, Roy & Saunders, Inc., Chicago—E. L. Roy (25 years), A. E. Cross (32 years), W. P. Saunders (30 years), Z. K. Waldron (29 years).

Cudahy Packing Company, Chicago—R. G. Clark, P. J. Sheehy and R. Scott.

Jacob E. Decker & Sons, Mason City, Ia.—Jay E. Decker (27 years), Charles Adams (39 years).

Detroit Packing Company, Detroit, Mich.—Edward F. Dold (25 years and over), Frank L. Garrison (25 years and over).

Drummond Packing Company, Eau Claire, Wis.—John Drummond (39 years).

C. A. Durr Packing Company, Inc., Utica, N. Y.—Herman A. Amberg (40 years).

John A. Gebelein (32 years), Baltimore, Maryland.

G. H. Hammond Company, Chicago, Ill.—H. Mills (34 years), L. B. Whitmarsh (25 years).

J. S. Hoffman Company, Chicago, Ill.—J. S. Hoffman (26 years).

Independent Packing Company, Chicago, Ill.—Patrick Brennan (40 years), Thomas V. Brennan (26 years), George Monarque (40 years), Thomas E. Ryan (26 years), Ed. Clair (25 years).

Interstate Packing Company, Winona, Minn.—W. L. Gregson (30 years), G. J. Rohweder (27 years), P. A. Jacobson (27 years).

Jersey City Stock Yards Company, Jersey City, N. J.—R. C. Bonham (34 years).

Jones Dairy Farm, Fort Atkinson, Wis.—Philip W. Jones (25 years).

Kurrie Packing Company, Baltimore, Md.—Chr. F. Kurrie, Sr. (32 years), Chr. Kurrie, Jr. (27 years), Chas. Kurrie, Jr. (27 years), Wm. Vitzehum (27 years).

Libby, McNeill & Libby, Chicago—E. G. McDougall, H. C. Carr, H. W. Kruger, H. Thompson, E. F. Lavan.

August Luer (26 years), Luer Bros. Packing & Ice Company, Alton, Ill.

Macon Packing Company, Macon, Ga.—W. S. Bell (26 years).

John Morrell & Company, Ottumwa, Ia.—M. T. McClelland (32 years).

Neuer Bros. Meat Company, Kansas City, Mo.—Ernst Neuer (25 years).

Newton Packing Company, Detroit, Mich.—Thomas E. Newton (35 years).

John Peters (39 years)—Williamsport, Penn.

Louis Pfaelzer & Sons, Chicago, Ill.—David Pfaelzer (25 years), Jonas L. Pfaelzer (25 years).



J. P. BRUNT
(Mid-West Box Company, Chicago)
Retiring President Trade and Supply Association.

Rochester Packing Company, Inc., Rochester, N. Y.—Ora E. Espey (32 years).
C. A. Schell Provision Company, Akron, Ohio—C. A. Schell.

T. M. Sinclair & Company, Ltd., Cedar Rapids, Iowa—J. H. Johnson (35 years).

Otto Stahl, Inc., New York—Otto Stahl (35 years), Earl Ludwig (30 years).

Sullivan Packing Company, Detroit, Mich.—Thomas E. Tower (29 years).

Van Wagenen & Schickhaus Company, Newark, N. J.—James A. Brady (27 years).

Jacob Vogel & Son, Cincinnati, Ohio—Jacob Vogel (45 years).

Waldeck Packing Company, St. Louis, Mo.—J. C. C. Waldeck (53 years).

White Provision Company, Atlanta, Ga.—W. H. White, Jr. (28 years), W. L. Mewborn (28 years), W. E. Trimble (35 years).

Wilson & Company, Chicago—George E. Myers, Frank J. Olazny (32 years), Wm. E. Kimberlin, J. O'Brien, J. T. Dunne (30 years), A. E. Petersen, C. J. Conner (31 years), E. B. Kitzinger (27 years), G. D. Hopkins (27 years), Nicholas A. Rabig.

Allied Packers, Inc., Chicago, Ill.—T. F. Matthews (35 years).

Boyd, Lunham & Company, Union Stock Yards, Chicago, Ill.—L. H. Freeman (35 years).

Dold Packing Company, Wichita, Kans.—Fred W. Dold (30 years).

Jacob Dold Packing Company, Buffalo, N. Y.—J. G. Cowrie (38 years).

Drummond Packing Company, Eau Claire, Wis.—John Drummond (39 years).

S. Greenwald (35 years), care Greenwald Packing Company, Baltimore, Md.

Heil Packing Company, 2216 LaSalle street, St. Louis, Mo.—Geo. L. Heil (30 years).

T. T. Keane Company, Inc., Washington, D. C.—Michael A. Keane (32 years).

North Side Packing Company, Inc., Pittsburgh, Penn.—J. G. Hoffman (35 years).

Rath Packing Company, Waterloo, Iowa—J. W. Rath (31 years), Ole Madson (28 years), John Morris (40 years), Frank Rath (35 years), Chas. Voigt (31 years), Ed. Anderson (35 years).

Schenk & Company, Wheeling, W. Va.—Albert M. Schenk (40 years).

Schrauder & Company, Monroe, Mich.—F. S. Schrauder (33 years).

Jacob Vogel & Son, Cincinnati, Ohio—Jacob Vogel (45 years).

Wilmington Provision Company, Wilmington, Del.—Geo. A. Casey.

Wilson & Company, Chicago, Ill.—John J. Wilke (32 years).

Henry J. Auth, N. Auth Provision Company, 625 D Street, S. W., Washington, D. C.

Bernard G. Brennan (more than 40 years), Brennan Packing Company, 3916 Normal Avenue, Chicago, Ill.

Geo. A. Hormel & Company, Austin, Minn.—Sim Twedell (31 years), Jim Fitzgerald (36 years), John Swank (36 years), Wm. Swank (34 years), Geo. Peterson (31 years), Jim Lafferty (34 years), Ben Riggs (35 years), Martin Irwin (26 years), Elihu B. Smith (27 years), Albert Dallenbach (39 years), Sam Jacobson (25 years), Chas. Oots, Sr. (30 years), Steve Jeness (33 years), Ed. List (28 years), Chas. List (31 years), Guy Nelson (26 years), Dick Twedell (26 years), Ernest Kraus (26 years), Alex Seaberg (34 years), Matt Arens (27 years), Nick Serres (26 years).

Swift & Company, Chicago—A. D. White, R. W. Howes, C. E. Moore, P. A. Twiss (26 years), O. M. Patterson, G. E. Briggs (28 years), W. F. Scheck, H. W. Feil, R. W. Carter.

Hull & Dillon Packing Company, Pittsburg, Kansas—Lewis Hull (34 years).

Virden Packing Company, South San Francisco, Calif.—James C. Good (31 years).

Morris & Company, Chicago—H. S. Bicket (25 years).

Swift & Company, Moultrie, Georgia—H. McDowell.

The Marigold Frolic

An evening of feasting, frolicking and dancing at the Marigold Gardens, with Ernie Young's orchestra furnishing the music and his bevy of dancing beauties leading the frolic, topped off the first day of the seventeenth annual convention with a whirl of color and music. The five hundred and more packers and guests who attended tripped the light fantastic until—with the exception of Fred Burrows and a few of the more accomplished terpsichorean artists—they were "completely danced out" and were content to sit at their tables for the remainder of the evening and watch the Storm Scene, the Toreador Dance and the antics of a certain venerable gentleman who seemed to enter into the spirit of the dance with more enthusiasm than any of the younger participants.

The evening began with a dinner, which was complete from olives to coffee, not to mention the cigars and cigarettes which were liberally dispensed by the Marigold venders. The chief course consisted of a juicy sirloin steak set off by baked potatoes and cauliflower au gratin, and the entire meal was one to tickle the most epicurean palate.

Why shouldn't it be—when Fred Burrows, Fred Guggenheim and J. Paul Brunt ordered it, and Jim Rose selected the steaks?

But to many the dinner was not the most important part of the evening. For with a chorus such as only the Marigold can boast, and with dance music that it would be impossible to duplicate, who could do justice to even the best of dinners? At first appearance of the chorus a wave of syncopation seemed to sweep over the room, permeating the entire crowd and filling them with the spirit of the evening. From that time on King Jazz reigned supreme—to use the words of Edward Morris who occupied a table at the edge of the dance floor. After the entertainers retired the orchestra struck up a fox trot and the floor was filled immediately, packers, trade and supply men and guests, with their wives and sweethearts, mingling in gay abandon.

The Marigold party was the first of its

kind in the history of packers' conventions. In former years ladies who attended the convention had been left out of a large share of the festivities, but this year the committee in charge considered the ladies first. This new feature added much to the enjoyment of the evening, and although a large number of the men were unaccompanied by their wives, there seemed to be no shortage of dancing partners.



WHAT THEY SAW AT THE MARIGOLD.

The committee in charge of the Marigold party, consisting of F. R. Burrows, chairman; Fred Guggenheim and J. P. Brunt, deserves a great deal of credit for the splendid dinner and entertainment which they provided. The affair was a grand success in all respects and all those who helped to make it so deserve the highest praise.

NEW INSTITUTE MEMBERS.

New members elected to the Institute of American Meat Packers during the convention include the following:

J. H. Allison & Company, Middle street, Chattanooga, Tenn.

Banner Packing Company, 135-157 Russell avenue, St. Louis, Mo.

Percy A. Brown & Company, 24-30 East Northampton street, Wilkes-Barre, Pa.

E. Bucher Packing Company, 38th and Commercial street, Cairo, Ill.

The Cananea Cattle Company, S. A., Cananea, Sonora, Mexico.

The Canton Provision Company, Canton, Ohio.

Dryfus Packing & Provision Company, LaFayette, Ind.

C. A. Durr Packing Company, foot of Schuyler street, Utica, N. Y.

Henry Fischer, 1862 Mellwood avenue, Louisville, Ky.

Guckenheimer & Hess, 81-83 Third avenue, New York, N. Y.

T. L. Lay Packing Company, 400 East Jackson avenue, Knoxville, Tenn.

Lincoln Packing Company, 320 N street, Lincoln, Neb.

Louis Meyer Co., 374 Flushing avenue, Brooklyn, N. Y.

William Ottman & Company, 509 West 16th street, New York, N. Y.

John Peters, 1320 East Third street, Williamsport, Pa.

E. K. Pond Packing Company, 517 West 24th place, Chicago, Ill.

Louis Rosenthal Packing Corporation, 61st and Broadway, Galveston, Texas.

Schrauder & Company, Monroe, Mich.

Harwood R. Smith Company, 1440-52 Spring Garden avenue, N. S., Pittsburgh, Pa.

Worm & Company, Ray and Dakota street, Indianapolis, Ind.

CONVENTION SOUVENIRS.

Various kinds of souvenirs were given out at the convention, all of them useful and cleverly designed. The Cincinnati Butchers' Supply Company gave out white nickel ash trays, showing the "Boss" U Hog Dehaier in relief. John J. Dupps, Sr., and John J. Dupps, Jr., vice-presidents of the company, as well as all of the salesmen, were distributing them to make sure that everybody received one.

The Brecht Company delegation, headed by Chas. V. Brecht, presented each of the conventioners with an Eversharp pencil bearing the name of the company and their principal lines of business.

The Edwin C. Price company also distributed eversharp pencils bearing the firm's name. Gardner Greenleaf, secretary of the company, together with several men from the sales department, saw to it that everyone present received a pencil.

Con Yeager, the champion souvenir Santa Claus, presented everyone with a souvenir leather pocketbook. Not content with that, he also distributed leather-covered memorandum books to his friends.

Jesse M. Dietz distributed a number of handy leather-covered memorandum books with the compliments of the American Stores Company.

Austin T. Flett gave everyone a neat little memorandum book, leather covered, with the compliments of the United States Cold Storage Company.



FRED R. BURROWS
Chairman Marigold Garden Party.



HENRY MANASTER
Chairman Theater Party.



RALPH D. MacMANUS
Chairman Auto Tour Committee.

THE THREE GRACES OF THE ENTERTAINMENT COMMITTEE.

To the Ladies!

It is perfectly safe to say that a lot of packers who came to the convention alone this year—or did not come at all—will be the first to make their reservations next year.

Why? The answer is easy. Their wives will attend to that little detail!

This year's convention program, for the first time in history, provided for the ladies. Result—Charlie Herrick, chairman of the Entertainment Committee, was elected President of the Institute. Nuff sed!

The Entertainment Committee—comprising Charles E. Herrick, Paul I. Aldrich, Fred R. Burrows, Ralph D. MacManus, Fred Guggenheim, Henry Manaster, Myrick D. Harding and C. B. Heinemann—decided that the ladies were entitled to a special program. That famous ladies' man, J. Paul Brunt, was called into consultation, and he promised the assistance of the trade and supply association in carrying out the program.

Fred Burrows was assigned to get up the Marigold Garden party, the glories of which are related elsewhere. That was Monday night, and the ladies were kept up quite late—some even later, since Max Guggenheim invited them to a special rehearsal.

On Tuesday evening, while the packers were dining, Henry Manaster escorted the ladies to the famous Chicago Theater, the most beautiful in the world, which he owned—for the evening. Special cars were provided, and though it was a wet and stormy night, everybody had a grand time, and returned to the Hotel Drake in time to enjoy the best of the banquet entertainment.

But Wednesday was the big day! The weather man kindly shut off the gloom at exactly starting time, and at 10 a. m. a party of 104 ladies started in motor cars to make a tour of Chicago's beautiful boulevard and park system. Guided by a corps of motorcycle police, and led by M. D. Harding and the Ladies' Auxiliary Committee in the first car, the party reached the South Shore Country Club at 12:40, where a luncheon was spread for them in the Italian Room, with music by Benson's orchestra. The menu:

Fruit Cocktail	
Celery and Olives	
Breast of Chicken, Virginia	
Gaufrette Potatoes	
Lettuce with Thousand Island Dressing	
Fancy Ice Cream	Cakes
Coffee	

After luncheon the ladies were addressed by M. D. Harding, a society speaker of parts as well as a heavyweight convention talker, and by Miss Gudrun Carlson, the home economics specialist of the Institute, whose charm of mind and manner won the women at once.

The guests also were presented with souvenirs in the form of handsome vanity boxes. Altogether they had a perfectly grand time, and voted the Ladies' Committee to be the best ever.

The committee of ladies in charge of reception throughout the convention and the various entertainment events comprised Mrs. Myrick D. Harding, Mrs. Ralph D. MacManus, Mrs. C. B. Heinemann and Mrs. Paul I. Aldrich. They were assisted valiantly by Mesdames Fred R. Burrows, Jerome Casey, Carl Overaker, Walter Richter, Harry Chapman, H. G. Ellerd, J. P. Dowling, R. H. Gifford, A. D. White, J. Moog, James S. Agar, C. F. Stephenson, W. B. Farris and A. E. Peterson.

AN INTERESTING MESSAGE.

Dr. V. Van Peski, secretary of the board of the Netherlands Association for the Trade in Fats, Oils and Oleaginous Seeds, of Rotterdam, Holland, was a guest of honor at the convention. Dr. Van Peski did

not have an opportunity to address the convention, but he has expressed his appreciation of the cordial reception given him and has sent THE NATIONAL PROVISIONER the following message for publication:

"I appreciate very much the invitation I have received to attend your interesting convention, in my capacity as Secretary of the Board of the Netherlands Association for the Trade in Fats, Oils and Oleaginous Seeds. I am sure that when I return to Rotterdam the entire Board will be pleased with the kindly reception you have given me. Gentlemen, I believe that the commercial friendship which has been started between our two associations will prosper and will become a permanent and most beneficial one.

"In my travels through the United States and Canada during the last three or four months the thing that has made the greatest impression upon me is the lasting idea of peace which seems to prevail among your people. I have asked myself the reason, but now, gentlemen, I have found it. It is because you are men who do business in an international way and think in international terms. I believe that when all over the world American men have the leadership in international business, then we will all be prosperous and happy.

"When I express the wish that the stars



MRS. M. D. HARDING
Chairman of the Ladies' Auxiliary Committee.

and stripes rule the waves I am not thinking of war, but of the freight vessels loaded with packinghouse products, grain and flour. The people in Europe, where millions are starving at the present time, can only live by the exchange of goods. This vital instrument—international trade—has now been practically done away with, and the American people are the only ones who can build it up. I do not say this as a vain compliment, but I assure you it is my most profound opinion.

"May I cite you this instance to verify my statement—I have but one son, a boy now eighteen years of age, and I have brought him to America to study at Harvard University so that he may begin at this early age to learn the principles of American business. Gentlemen, believe me when I say that I have become a sincere advocate of the American ideal of international business."

Convention Snap Shots

John M. Danahy of Buffalo was once more a valued convention attendant. As a director Mr. Danahy had a good deal to do with the early progress of the association. This time he had his family with him, taking them to Colorado for the winter.

Frank Hunter, president of the East Side Packing Co., St. Louis, foregathered with his old chums of the Swift crowd.

"Billy" Brady may be king of the theatrical managers, but Murray Brady is the emperor of convention reporters.

Oscar Mayer could have been elected president of the United States, or even king of Europe, after he made that presentation speech. It was a matchless bit of oratory.

Who's the "Little Giant" of conventions? Give you one guess. Now, all together—A. D. W.!

"The Insti-toot" has become an institution at conventions. Believe us, Leslie Orear is some editor. But why shouldn't he be—look where he comes from! Now, Leslie, that's heaping coals of fire for that unkind attempt to get us into family difficulties.

James Rose of Swift's certainly knows how to pick steaks. That's the kind of loins he peddles dally out at the Yards.

Fred Burrows will never grow old—not if there's music around.

Jim Hills is the "everlasting Hills" when it comes to doing anything for anybody. His kind acts are like the sands of the sea for number.

R. H. Howes of Swift & Company was glad to get back to convention atmosphere once more. Better than being a Hamburger.

The modest W. Hardenbergh was not seen much—but he surely was heard. Also his beauteous collaborator, the sylph-like M. Slater.

United we stand, divided we fall—Bill Johns and Jack Smith.

George N. Meyer of the Fried & Reinemann Company liked Chicago, but thought the public service wasn't quite up to Pittsburgh. When he left the smoky city they gave him a police escort to the station. Ask George!

Andy Kriel didn't want to come, but they kidnapped him. He represented possibly the oldest firm now in business under its own name in the United States, as the Charles G. Kriel Company of Baltimore was established in 1810.

Julius Rasmussen, George Vissmann and Turman Switzer did the honors for the C. F. Vissmann Company of Louisville, Ky.

Here they are again—the original convention triplets—A. T. Pratt, R. B. Harbison and George C. Mayer, of the Paterson Parchment Paper Co. Never missed a convention in 17 years. This year the trio becomes a quartet, with the addition of Harbison's new assistant, Joe Gubbins.

Look who's here! Joe Conron of New York. Ain't this like old times?

J. W. Murphy, the biggest little hog buyer in the world, was present as usual. But he smashed the camera, so we can't print his picture.

Ernest S. Urwitz didn't know that his distinguished father-in-law, Ferdinand Dryfus, of the Dryfus Packing Co., Lafayette, Ind., was the first packer to register at the first packers' convention, way back in 1906. His wife's dad was Number One.

E. E. Hill of Rapid City, S. D., Packing Co., was probably the most-paged man at the Drake.

Otto Finkbeiner of Little Rock, Ark., would make a winning campaign manager for any candidate. Better engage him in advance, gentlemen.

J. P. Harris, of the American Equipment Co., Kansas City, was the first engineer to design a direct ammonia expansion lard-cooling cylinder. He was working for Swift & Co., at the time.

Baltimore had the biggest crowd on record. Will Schluderberg is surely some booster. Did you hear how they stopped the train at John Gebelein's private station?

Every packer in Pittsburgh was represented—a remarkable showing. Leave it to Charley Ogden! Other cities, take notice of how C. H. O. does it.

This was the first convention for Frank M. Firor, treasurer of Geo. M. Kern, Inc., New York, but it will not be his last.

J. J. Felin and W. T. Riley motored from Philadelphia. Thousand-mile motor journeys are nothing to them. They don't like the railroad accommodations, anyway.

J. C. Dold dashed in and dashed out, but while he was there they knew it!

George M. Stedman of Aurora, Ind., used to be famous as the maker of the Stedman mill. Now he makes a complete line of fertilizer machinery and helps to make the conventions what they should be, also.

"Daddy" Hoerter of the Louisville Provision Co. has never missed a convention, but a convention surely would miss him if he stayed away.

If they ever need a new toastmaster they will know where to get one. "Lamp" the genial Edward Jahrsdorfer on the cartoon page and the reason will be plain.

R. H. Keefe, head of Henneberry & Co., Arkansas City (not to mention pretty much everything else in the burg), was at the convention giving his charming little daughter Kathleen a good time. Kathleen was the convention pet.

Everybody wanted to kiss a certain lovely lady—and they couldn't be blamed.

A. Newton Benn was looking around for poets, but couldn't find any, as there were no mirrors handy in the convention lobby.

Major E. L. Roy acknowledged salutes from all the packers, big and little, who took orders from him during the world war.

A. M. Schenk, of Wheeling, W. Va., one of the founders, and an early association director, attended his first convention in three years, and was the most-photographed individual in the neighborhood.

W. J. Mullaley, of the American Can Company, looked like a winner after his summer in Europe.

John S. Weaver, of Lebanon, Pa., was a new member. His father, Daniel Weaver, was the originator of the famous Lebanon bologna, which he first put on the market 28 years ago.

Charles v. Brecht, head of the Brecht Company, St. Louis (and the world), lent his courtly presence to the convention surroundings. It was a perpetual reception wherever C. V. was. He would make a fine ambassador anywhere—but Mrs. v. Brecht should always be included.

J. F. Smith, head of Swift & Company's lard department, celebrated the 29th anniversary of his connection with the company on October 1. He went to work 29 years ago for \$12 a week. An inspiring example for the juniors.

L. M. Christian, the New York meat broker, was hustling, as usual. In fact, he has hustled that way ever since he slid out of the historic "L" wreck in New York many years ago. Got the habit.

Sam Stretch, the spice man, took three days off to attend the convention, and made more friends than in any three days he ever worked. Sam sets a good example in cutting out business at conventions.

H. C. Woodruff, alias "Billy" Sunday, was present with Mrs. Woodruff as assistant evangelist. We have Mrs. Woodruff's word for it.

D. C. Luse, general manager of the pack-

inghouse industry department of H. W. Johns-Manville, Inc., attended his first convention. You can't keep him away with a machine gun hereafter.

Charley Roberts and James Cownie had a reunion at the banquet. It pays to be happy.

Joe Ilg ordered a special train on the Grand Trunk to get him to the convention. Of course he arrived just in time for the banquet. Joe is a specialist on entertainments.

Government and scientific interest in the meetings was evidenced by the array of talent present. Chester Morrill, Charles J. Brand and others, of the Department of Agriculture; Prof. Sleeter Bull of the University of Illinois; Dean Hellman and Prof. Secrist of Northwestern, and many more took in the gatherings—not forgetting Prof. Guy Noble, the boys' and girls' Santa Claus.

George Franklin, of Pittsburgh, had a ringside seat at the banquet speaking. Leave it to George when it comes to taking in the good things.

H. L. Harris, of the Pacific Coast Borax Company, never misses a meeting. Some day the packers will discover how to get rid of that over-saltiness in their meats. Takes a little nerve, however.

C. M. Bell is now president of the Powers-Begg Co., Jacksonville, Ill. More power to him; they don't cut any too many off that pattern.

The Drake on the lake front again gave a marvellous imitation of the Traymore at Atlantic City.

Arthur Meeker had his first opportunity to give them a sample of his quality as a presiding officer at the Institute Plan session. For grace and humor he can't be beat.

It was the first convention Fred Krey, of St. Louis, ever missed. The doctor wouldn't let him come.

The "Boss" general staff was present in full force, headed by President Charles G. Schmidt, of the Cincinnati Butchers' Supply Co.; Vice Presidents J. J. Dupps, Sr., and J. J. Dupps, Jr.; Oscar Schmidt, Michel, Sweet and the rest of the "Boss" hustlers.

At one of the luncheons somebody spoke of the late Patrick Henneberry, one of the pioneers of the industry. "I worked for Pat as a boy just over from the other side," said S. T. Nash, president of the Cleveland Provision Co. "It was out at the Morrell plant at Ottumwa, and Pat fired me for smoking in the hog cooler. But he took me back again, and it was a good thing, as I was flat broke." "You've got nothing on me," chimed in Ed Merritt, vice president and general manager of the Indianapolis Abattoir Co. "Pat fired me, too. It was because I made fun of the room we had to lounge in, which we nicknamed 'Old Point Comfort.' It was anything but comfortable, and when I told Pat so he said, 'Well, if you don't like it, get the hell out of here.' And I got!" But Pat took him back, too.

The St. Louis delegation was representative, as usual. Gustav Bischoff, Jr., W. W. Krenning and L. E. Dennig, of the St. Louis Independent Packing Co.; George Hell, Henry Sartorius, J. H. Belz, W. J. Fischer, Charles A. Cox and W. D. Daniels of Cox & Gordon; J. C. C. Waldeck, A. R. Walker and many more were present. "Uncle August" Luer was missed, as was Fred Krey.

Charles V. Brecht, head of the Brecht Company, gave a dinner to the men of his organization and their wives on the last evening of the convention. Mr. Brecht is a model host.

The Brecht delegation at the convention included Charles V. Brecht and wife, H. C. Woodruff and wife, A. C. Schuereen and wife, L. A. Kramer, wife and daughter, W. H. Hammann, O. F. Rustad and F. S. White. Some delegation.

Vice President J. C. Good of the Virden Packing Co., San Francisco, is the sort of member to have around at conventions. He thinks of things at the right time.

Harvey Nuckolls of Pueblo made a snappy presiding officer. It takes these Rotarians to fill a job of that sort.

After going through a little more than a year in business for himself, Walter J. Richter comes through with that engaging smile which has characterized his presence for years. You can't phaze Walter!

A jovial group from Cincinnati arrived Sunday evening, which included J. A. Wiederstein and wife, J. J. Dupps, Sr., and wife, Jacob Vogel and wife and two daughters, and Oscar Schmidt.

The "American Beauty" squad from Cincinnati included L. W. Kahn, Albert H. Kahn, N. Kahn and J. L. Grauman—the chiefs from the E. Kahn's Son Co.

Nate and Leo Blum of Chicago were much in evidence with their customary up-to-the-minute styles and usual unique manner of greeting their many friends.

Max Guggenheim could not give up attending the convention entirely, so he split his time between the plant and the Drake. Wonder what he did with the balance of his time? We understand he is a "producer"—but not of livestock!

Kentucky is noted for thoroughbreds and it must be true when it is represented by such able men as Will Kennett, Chas. Knight, Karl Zaeh and George Vissman, all from Louisville and all right up in front during the three convention days.

A. C. Hofmann of Syracuse, N. Y., had the pleasure of presenting his mother to his many friends for a couple of hours while she was awaiting train connections for the East.

J. L. Grauman and Al Koenig of Cincinnati were the first to register. Not at all unusual for two such progressive men to be the first in anything.

Bob Jordan of the Packers' Machinery and Equipment Co., Chicago, drove back from the East in due time to keep his convention attendance record perfect. He hopes he can make it seventeen more.

Fred Guggenheim, with his most pleasing ways, always makes everyone feel happy. It is not a hard task for Fred, when he is chosen on an entertainment committee to provide pleasure for others.

C. A. Burnette found many of his old friends on hand and was ably assisted in greeting them by his right hand man, Arthur Scheck.

The Edwin C. Price Co. was well represented by E. C. Price, president; Gardner Greenleaf, secretary; A. H. Gepke, J. H. Hazen and Lee Thiltges. Souvenir ever-sharp pencils bearing the name of the concern were presented to those attending the convention. Price, Greenleaf and bunch are among the packer convention "founders."

F. M. de Beers, president of the Swenson Evaporator Co., was evaporating his good nature into the congenial atmosphere of the convention. Another one of the "originals" who helped to found these conventions.

Two good boosters and royal good fellows were again found in Harry and Henry Manaster. Making a success of both social and business ends of life is seemingly befitting them.

L. H. McMurray, Indianapolis, of hog order-buyer fame, spent a couple of days at the convention and enjoyed it to such an extent that he is looking forward to attending regularly hereafter. He found out what he had missed.

A. Russell Walker russelled around just as lively at the convention as he does when buying hogs for his clients at the Naional Stock Yards, Ill. Mr. Walker, with his partner, form the famous Walker-Watkins Company.

G. D. Allman, general manager of the U. S. Cold Storage Co., was on hand providing a much warmer reception to his friends than the plant would provide for meat products.

Anton Stolle of Richmond, Ind., was on hand early chaperoning Chas. Hughes of the Hughes-Curry Packing Co. It would not be a convention without Anton.

Ernest S. Urwitz of the Dryfuss Packing & Provision Co., Lafayette, Ind., was one of the early members to register, and had some interesting things to say about retail markets and how some packers are doing an efficient retail business.

Austin T. Flett, of the United States Cold Storage Company, was on the job constantly making himself useful. He passed out a number of souvenirs in the form of memorandum pads in black leather cases, with the compliments of the United States Cold Storage Company.

Mr. Hedley Stevens, of Bristol, England, was the guest of Samuel T. Nash at the convention.

It is doubtful whether anyone was busier than "Jimmie" Hills. And through it all the old congenial smile never wore off. Who could imagine "Jimmie" not helping to conduct a convention?

The Cincinnati Butchers' Supply Company was well represented, as usual. John J. Dupps, Sr., and John J. Dupps, Jr., both vice-presidents of the company, were everywhere at once, passing out souvenir ash trays to everyone present. The big "Boss," President Chas. G. Schmidt, came in on Tuesday with his genial smile and hearty hand-clasp.

The Mason City, Iowa, aggregation consisted of Jay E. Decker and Fred Duffield, two worthy representatives of the "Tall Corn State." Although not "tall" in stature they are "long" in the interests of the packing industry and the Institute.

"Continental" Bromilow made his presence known, not by making a lot of noise, but by being in the right place at the right time. The Chesterfield of convention attendants.

Max Krauss heads the list because it's his first convention. But from what he saw and what he says, it won't be his last. His middle initial is P. That stands for progress and push.

Milton Schaffner and his family surely were busy bees. It was papa Schaffner's first visit to Chicago in twenty-five years. He says it isn't the same town it used to be.

Stretch the truth is bad business, but it would cost him more for shirts, so he says, and if Sam Stretch needs any introduction it'll be to the coming generation. What he missed wasn't there.

Casey's married, but the stunning brunette he danced with down Marigold way didn't let that trifle interfere with their fun or appetites. He didn't look a bit guilty for the very good reason that he says the charming Misses Ethel and Gertrude Sweeney were his sisters-in-law. So everything is O. K.

The only man in the country who never heard of Lebanon is George Weaver. But after having eaten a Lebanon bologna sausage he's going to look the town over a bit.

The only respectable gent from Baltimore was Bill Schluderberg—Smiling Bill. His charming wife as usual made a hit and stole the thunder from that gang of roisterers.

How come Joe Kurdle to lose so much sleep? Ditto for Johnnie Geblein and Andy Kriel. Building houses after working hours is a fad, not a habit, when they are full ones. (The houses, not the individuals.)

If Howard Smith ever lost that permanent smile all Baltimore would sit up and take notice. It did almost happen when he saw that third one on the left Monday night. (Serious for once.) Now he wants to buy the Marigold estate.

Sol Greenwald is as serious as ever, apparently, but who can divine a man's thoughts when he changes from a back-row seat to the front? As for friend Mike Greenwald, nothing serious about him—on the job all the time. That Sunny Jim smile is a bit infectious, that's why the world is his friend—including Baltimore.

He swiped his middle name from King Louis the Thirteenth. In front he stuck a George and on the tail a Franklin. A dignified exterior, a "lil' devil out o' sight," he made a real Burg of out Pittsburgh. Anybody want any more information?

Charley Ogden was missed last year. But he was on the job this year. The Institute can't afford to have his kind stay away.

The Golf King of Allegheny—otherwise known as Joe Taylor—brought what was left of him.

There are wonderful possibilities here. Hale of Boston, what more can be said? He who knows Boston, knows Hale, with that "sedate" silver "top."

Griffin of Gray's, who could be more popular and who hath more friends? Such a person existeth not.

W. T. Riley—home, Philadelphia—Duke of the Bourse; everybody's friend, was not heard to say "Golf" even once. Except of course when he had his crowd of friends around him—and when were they not?

John J. Fellin, impressive as ever, never did and never will miss a convention. Some of the Phillie crowd, including J. J. and W. T., motored to the convention. Whisper—one of the Fellin trucks is missing from its box stall.

Frank Ellis, who has finally learned to wear a frock properly, is wise beyond his years. He prefers a sleeper to a delivery truck. Who was it said he was a beautiful snorer?

Frank Rogers and his accomplice, Kid Olton, will be more careful in the future how they pick up strangers on trains. Von Schrenk of National Provisioner fame, thinks he got their goat. They think they got his. Result—a draw.

Frank Lavan with Mrs. Frank did not miss many tricks—some guy that. He has so many friends all over the world, including Chi, that he won't make up for lost sleep in a month of Sundays.

From his office in Thirty-eighth street, New York, comes one whom everybody thought an old "sobersides," namely and to-wit, one Frank Firor. Gee, he sprung a surprise. He's no "sobersides"; he's a regular guy and knows how to wear a real grin across his face.

Ernie Fried thinks Pittsburgh is the place where Father Adam and Auntie Eve had their scrap. Oh, how he hates his home town.

A real champion in the welterweight class of packers is Geo. N. Meyer, the guy that says little, but keeps his eyes open and his brain working. Good thing to keep one's mouth shut some times.

Arthur Dyer, home address N. Y. P. E., deep thinker, sedate, smokes a pipe (as all wise men do), is a regular conventioneer. That innocent expression has fooled many a one who thought himself up to snuff.

M. J. Herzog, representing Louis Pincus of Philadelphia, attended his first convention and was so pleased that he vows he's going to be a regular. Youthful looking—but a noodle chock full of gray matter. He'll be heard from.

J. P. Phillips, Sr., the old style courtly type of southern gentlemen, represented with dignity the Birmingham Packing Co. He had lots of pleasure watching the passing show.

"How do you keep that cute little moustache in such good shape?" was asked of Harry I. Hoffman. "'Tis a gift," says he. Appearances are deceitful, however. When it comes to brains and ability, he's there.

So is J. J. Zahler of the J. S. Hoffman Co. He even knows how to train cheese to speak for itself when dickering with a hard customer.

The three musketeers of the Paterson Parchment Paper Co., Bob Harbison, A. T. Pratt and Geo. C. Mayer, have taken unto their bosoms a fourth member of the gang, namely Jos. X. Gubbin. They are breaking in the kid and if he ever is able to hold this trio when it comes to making sales, there'll be four new smokestacks on the P. P. Co.'s plant in Passaic.

M. J. Flynn, Eastern manager of Oscar Mayer & Co.'s New York office, has that friendly smile that big men usually have—only some of 'em more than others. His is the "more," which is a sure asset for his firm, because he looks straight, and is too.

Oh, such a stylish name—now get it—Julius Munroe Dietz, the mainstay of the American Stores Co., a buyer, par excellence; knows his book upside down, his favorite fruit—corn muffins; his favorite companion—Casey; his favorite color—blondes; his favorite golf course—the roof at the corner of Noble and York avenues; his favorite reading—The National Provisioner. Now we know Julius is a wise guy.

Tom Dormer is out with a challenge to stick any kind of a colored hog in the world, using either a nail file, cuticle knife, sewing scissors or safety razor. That's the kind of an expert he is. No country on the map barred.

Jim Murphy of Omaha—versatile, talented; champion paper weight hog buyer in the state of Nebraska, Texas or Roumania. He looks like the last man to be sentimental, but he's chock full. His body is not big enough to hold his heart.

John Danahy of Buffalo is ready to back his bacon any old time, any old place, with filthy lucre or his fists if necessary. He surely looks mighty capable.

Fancy Fred Luley, the old St. Paul war-horse, wouldn't miss a convention if he lived at the north pole. This year his charming young daughter was his traveling companion and had the time of her young life. Now Pop will never travel alone again.

The N. Auth Co., of Washington, D. C., was represented by H. J. Auth, who says he is the frankfort king—not the city of Frankfurt, but the wieniewurst. Tony and Mrs. Tony were missed but no chairs were broken.

Where Oswald of Pittsburgh gets that dandy complexion tonic was a source of wonder among the girls. Do you know his home town? Sufficiency.

Was ever a convention pulled off without Al Rohe? Echo answers "tain't possible." How one man can have so many friends is a mystery; but meet him once, there's the answer.

Writers and poets, among them Tenyson, not the book guy, but Oscar Mayer's Chicago gent. At that he could pass as a poetry factory. Sad? No, just melancholy, a bit of the old style troubadour in looks, but a wizard when he smells possible business.

Every meat man does not look like a meat man. Some look like lawyers (honest ones), bankers, students. That's J. C. Williams, of the J. M. Denholm Bros. & Co., a student, classy, intellectual—the last man in the world who looks as though he knew anything about pigs or little lambs. One can never tell by looks.

Somebody called Barry Cassell a Beau Brummel, and he thought that meant something to eat. How the skirts do flock around him!

There is no more faithful conventioneer than Phil Provo of Toledo. That old smile of his was kept working overtime. A leader in his old home town and with good reason.

Augie Schmidt of Toledo is getting the convention habit too—that's Phil's side kick.

Among Those Present

Some of the packers attending the seventeenth annual convention, as shown by the registration list at the Drake Hotel, were:

- Abell, C. J., The Cleveland Prov. Co., Cleveland, Ohio.
- Agar, James S., Agar Packing & Prov. Co., Chicago, Ill.
- Agar, John G., Agar Packing & Prov. Co., Chicago, Ill.
- Agar, John T., Wm. Davies Co., Inc., Chicago, Ill.
- Alcott, G., Oscar Mayer & Co., Chicago, Ill.
- Aldrich, C. M., Wilson & Company, Chicago, Ill.
- Aldrich, Paul I., The National Provisioner, Chicago, Ill.
- Alexander, Leon, The National Provisioner, Chicago, Ill.
- Allen, P., The Independent Pkg. Co., Chicago, Ill.
- Aller, W. G., I. Blum, Chicago, Ill.
- Amberg, Herman A., C. A. Durr Pkg. Company, Utica, N. Y.
- Anderson, A. W., The Cudahy Packing Co., Chicago, Ill.
- Andrews, C. H., Roberts & Oake, Chicago, Ill.
- Andrews, Joseph, The Independent Pkg. Co., Chicago, Ill.
- Arens, C., Oscar Meyer & Co., Chicago, Ill.
- Armour, A. W., Armour & Company, Chicago, Ill.
- Armour, Lester, Armour & Company, Chicago, Ill.
- Armour, L. H., Armour & Company, Chicago, Ill.
- Armour, P. D., Armour & Company, Chicago, Ill.
- Arthur, C. A., Cleveland, Ohio.
- Auth, H. J., N. Auth Prov. Company, Washington, D. C.
- Baker, A. Z., The Cleveland Prov. Company, Cleveland, Ohio.
- Baker, Frederick G., Baker Food Product Company, Chicago, Ill.
- Baldwin, E. D., Cross, Roy & Saunders, Chicago, Ill.
- Baldwin, H. R., Morris & Company, Chicago, Ill.
- Barber, E. G., St. Louis Independent Pkg. Co., Pittsburgh, Pa.
- Beall, C. E., Swift & Company, Chicago, Ill.
- Becker, Chas. J., Detroit Pkg. Company, Detroit, Mich.
- Bell, C. M., Powers-Begg & Company, Jacksonville, Ill.
- Belz, Henry, J. H. Belz Prov. Company, St. Louis, Mo.
- Belz, John H., Jr., J. H. Belz Prov. Company, St. Louis, Mo.
- Benn, A. N., The G. H. Hammond Company, Chicago, Ill.
- Bennett, C., Allied Packers, Inc., Chicago, Ill.
- Berk, F., Morris & Company, Chicago, Ill.
- Bicket, H. S., Morris & Company, Chicago, Ill.
- Binz, Frank J., Heil Packing Co., St. Louis, Mo.
- Bischoff, Gustav, Jr., St. Louis Independent Pkg. Co., St. Louis, Mo.
- Blair, A. L., The Cudahy Pkg. Co., Chicago, Ill.
- Blair, G. A., Wilson & Company, Chicago, Ill.
- Blaurock, O., Western Pkg. & Prov. Co., Chicago, Ill.
- Bliss, J. H., Libby, McNeil & Libby, Chicago, Ill.
- Blum, Leo, I. Blum, Chicago, Ill.
- Blum, Nathan, I. Blum, Chicago, Ill.
- Blumer, R. A., The Blumer-Sartain Pkg. Co., Columbus, Ohio.
- Bolz, A., Oscar Mayer & Company, Chicago, Ill.
- Bonham, R. C., The Jersey City Stock Yds. Co., Jersey City, N. J.
- Bowers, W. W., Wilson & Company, Chicago, Ill.
- Bowlby, N. G., The Cudahy Pkg. Co., Chicago, Ill.
- Boyd, T. K., Boyd, Lunham & Co., Chicago, Ill.
- Brady, J. A., Swift & Company, Jersey City, N. J.
- Brand, Chas. J., U. S. Dept. of Agr., Washington, D. C.
- Brennan, Clem, The Independent Pkg. Co., Chicago, Ill.
- Brennan, Patrick, The Independent Pkg. Co., Chicago, Ill.
- Brennan, P., Jr., The Independent Pkg. Co., Chicago, Ill.
- Brennan, Thos. V., The Independent Pkg. Co., Chicago, Ill.
- Briggs, G. E., Swift & Company, National Stock Yards, Ill.
- Brooks, C. W., Henneberry & Company, Arkansas City, Kans.
- Brown, James, Armour & Company, Chicago, Ill.
- Bueth, W. C., Wilson & Company, Chicago, Ill.
- Bunneil, J. A., Hatley Brothers Co., Chicago, Ill.
- Burnette, C. A., C. A. Burnette Company, Chicago, Ill.
- Burns, J., Swift & Company, Chicago, Ill.
- Burrows, F. R., Swift & Company, Chicago, Ill.
- Burrows, W. F., Libby, McNeil & Libby, Chicago, Ill.
- Cain, Geo. R., Swift & Company, Chicago, Ill.
- Campbell, T. G., The Cudahy Pkg. Company, Chicago, Ill.
- Carpenter, J. E., Jos. R. Shimer Co., Phillipsburg, N. J.
- Carr, H. C., Libby, McNeil & Libby, Chicago, Ill.
- Carter, R. W., Swift & Company, Chicago, Ill.
- Case, Geo. R., E. K. Pond Pkg. Company, Chicago, Ill.
- Casey, Geo. A., Wilmington Prov. Company, Wilmington, Del.
- Casey, J. W., Armour & Company, Chicago, Ill.
- Cash, E. T., Cox & Gordon Pkg. Company, St. Louis, Mo.
- Cassell, W. B., W. B. Cassell, Baltimore, Md.
- Cavaghan, T. R., Cleveland Prov. Company, Cleveland, Ohio.
- Chambers, C. E., Wilson & Company, Chicago, Ill.
- Chapman, H. R., Armour & Company, Chicago, Ill.
- Chapin, M. P., Wilson & Company, Chicago, Ill.
- Chaplin, J. M., Swift & Company, Chicago, Ill.
- Christiansen, O. R., J. S. Hoffman Company, Chicago, Ill.
- Clair, Edward T., The Independent Pkg. Co., Chicago, Ill.
- Clark, R. G., The Cudahy Pkg. Co., Omaha, Nebr.
- Clemen, R. A., The National Provisioner, Chicago, Ill.
- Clifford, Ch., Guggenheim Brothers, Chicago, Ill.
- Clithero, W. S., Morris & Company, Chicago, Ill.
- Colgan, T. A., Wilson & Company, Chicago, Ill.
- Colladay, W. F., Allied Packers, Inc., Chicago, Ill.
- Corkran, Lloyd G., Corkran, Hill & Co., Baltimore, Md.
- Coughenour, R. S., Armour & Company, Chicago, Ill.
- Cownie, J. G., Jacob Dold Packing Company, Buffalo, N. Y.
- Coy, Charles, East Side Pkg. Co., East St. Louis, Ill.
- Cox, Douglas A., Cox & Gordon Pkg. Co., St. Louis, Mo.
- Crafts, H. K., Armour & Company, Chicago, Ill.
- Craig, H. A., Allied Packers, Inc., Chicago, Ill.
- Crane, John, Wilson & Company, Chicago, Ill.
- Crawford, R. C., The Independent Pkg. Co., Chicago, Ill.
- Cregan, Wm. J., C. A. Burnette Company, Chicago, Ill.
- Creigh, Thomas, The Cudahy Pkg. Co., Chicago, Ill.
- Crook, W. H., Jacob Dold Pkg. Company, Buffalo, N. Y.
- Cross, A. E., Cross, Roy & Saunders, Chicago, Ill.
- Cross, Tom, Armour & Company, Chicago, Ill.
- Cudahy, E. A., Jr., The Cudahy Pkg. Co., Chicago, Ill.
- Cudahy, E. A., Sr., The Cudahy Pkg. Co., Chicago, Ill.
- Culver, H. S., Swift & Company, Chicago, Ill.
- Cushman, Arthur W., Allied Packers, Inc., Chicago, Ill.
- Dacey, A. A., Wilson & Co., Chicago, Ill.
- Daigneau, R. H., Geo. A. Hormel & Co., Austin, Minn.
- Daniels, Jas. J., Cox & Gordon Pkg. Co., St. Louis, Mo.
- Daniels, Whitman B., Cox & Gordon Pkg. Co., St. Louis, Mo.
- Davis, Frank N., The National Provisioner, Chicago, Ill.
- Davis, W. C., Swift & Co., Chicago, Ill.
- Dawson, William A., The Layton Co., Milwaukee, Wis.
- Decker, Jay E., Jacob E. Decker & Sons, Mason City, Ia.
- Dee, T. J., Armour & Co., Chicago, Ill.
- Dennig, Louis, St. Louis Independent Pkg. Co., St. Louis, Mo.
- Dennig, Louis, Jr., St. Louis Independent Pkg. Co., St. Louis, Mo.
- Dennis, A. T., John Morrell & Co., Ottumwa, Ia.
- Dett, P. A., Morris & Co., Chicago, Ill.
- Dieckmann, Chas. W., Fostoria Pkg. Co., Fostoria, Ohio.
- Diesing, Wm., The Cudahy Pkg. Co., Omaha, Neb.
- Dietz, J. M., Wilson & Co., Chicago, Ill.
- Dinger, C. E., Wilson & Co., Chicago, Ill.
- Doepkin, A., Allied Packers, Inc., Chicago, Ill.
- Dold, Edward F., Detroit Pkg. Co., Detroit, Mich.
- Dold, F. W., Jacob Dold Pkg. Co., Buffalo, N. Y.
- Dold, J. P., Jacob Dold Pkg. Co., Buffalo, N. Y.
- Donahue, D. J., The Cudahy Pkg. Co., Chicago, Ill.
- Dormer, T. W., John J. Felin, Philadelphia, Pa.
- Dowding, J. P., Armour & Co., Chicago, Ill.
- Drais, R. I., Louis Pfaelzer & Sons, Chicago, Ill.
- Draper, Norman, I. A. M. P., Washington, D. C.
- Drummond, A. B., Wilson & Co., Chicago, Ill.
- Drummond, John, Drummond Pkg. Co., Eau Claire, Wis.
- Dudley, Pendleton, I. A. M. P., New York, N. Y.
- Duermmel, Albert W., Frank & Co., Milwaukee, Wis.
- Duffey, C. B., Swift & Co., Chicago, Ill.
- Duffield, Fred G., Jacob E. Decker & Sons, Mason City, Ia.
- Dupont, F. S., Allied Packers, Inc., Chicago, Ill.
- Dyer, Arthur, Hatley Brothers Co., New York, N. Y.
- Eagle, R. F., Wilson & Co., Chicago, Ill.
- Eberhart, A. L., Jacob Dold Pkg. Co., Buffalo, N. Y.
- Eckhouse, G. H., Wilson & Co., Chicago, Ill.
- Ellerd, H. G., Armour & Co., Chicago, Ill.
- Elliott, W. A., Ehrmann & Co., Terre Haute, Ind.
- Ellis, F. D., W. T. Riley, Philadelphia, Pa.
- Ellis, R. B., Wilson & Co., Chicago, Ill.
- English, W. R., The Cudahy Pkg. Co., Chicago, Ill.
- English, W. Y., North Side Pkg. Co., Pittsburgh, Pa.
- Espey, O. E., Rochester Pkg. Co., Inc., Rochester, N. Y.
- Ewers, A. W., Arnold Brothers, Chicago, Ill.
- Fairley, H. T., Henry Berry & Co., Toronto, Ont., Canada.
- Falvey, J. F., Louis Pfaelzer & Sons, Chicago, Ill.
- Faulkner, C. J., Armour & Co., Chicago, Ill.

- Fawkes, F. E., Allied Packers, Inc., Chicago, Ill.
- Felin, John J., John J. Felin & Co., Inc., Philadelphia, Pa.
- Field, C. E., Field Pkg. Co., Owensboro, Ky.
- Finkbeiner, Otto, Little Rock Pkg. Co., Little Rock, Ark.
- Firer, F., The Cudahy Pkg. Co., Chicago, Ill.
- Flor, M. Frank, George Kern, Inc., New York City, N. Y.
- Flynn, M. J., Oscar Mayer & Co., Chicago, Ill.
- Fobes, J. W., Miller & Hart, Chicago, Ill.
- Forster, George, Fuhrman & Forster Co., Chicago, Ill.
- Fowler, Carl, The Cudahy Pkg. Co., Chicago, Ill.
- Franklin, A. G., Allied Packers, Inc., Chicago, Ill.
- Franklin, G. L., Dunlevy-Franklin Co., Pittsburgh, Pa.
- Franz, E. E., Minneapolis, Minn.
- Frazee, S. C., Wilson & Co., Chicago, Ill.
- Freeman, Harry L., Boyd, Lunham & Co., Chicago, Ill.
- French, Arthur S., General Auditor, Washington, D. C.
- Fuhrman, Andrew, Fuhrman & Forster Co., Chicago, Ill.
- Fuller, F. T., Iowa Pkg. Co., Des Moines, Ia.
- Gadsden, Thos., Swift & Co., Chicago, Ill.
- Gallagher, Daniel J., Agar Pkg. & Prov. Co., Chicago, Ill.
- Gallauer, C., Hetzel & Co., Chicago, Ill.
- Gardner, F. J., Swift & Co., Chicago, Ill.
- Garrett, W., The Independent Pkg. Co., Chicago, Ill.
- Gausselin, W. H., I. A. M. P. Co., Chicago, Ill.
- Gearens, J. F., Jr., The Cudahy Pkg. Co., Chicago, Ill.
- Gebelein, John A., Baltimore, Md.
- Gehrmann, W. C., Kohrs Pkg. Co., Davenport, Ia.
- Gentry, E. R., Armour & Co., Chicago, Ill.
- Gifford, R. H., Swift & Co., Chicago, Ill.
- Gillespie, W. A., Cleveland Prov. Co., Cleveland, Ohio.
- Gleason, Geo. H., Independent Pkg. Co., Chicago, Ill.
- Glenn, W. G., Iowa Pkg. Co., Des Moines, Ia.
- Goldsmith, N., Louis Pfaelzer & Sons, Chicago, Ill.
- Good, James C., Virden Pkg. Co., San Francisco, Cal.
- Graham, Wm., Louis Pfaelzer & Sons, Chicago, Ill.
- Grauman, J. L., E. Kahn's Sons Co., Cincinnati, Ohio.
- Greenwald, Michael, Greenwald Pkg. Co., Baltimore, Md.
- Greenwald, Solomon, Greenwald Pkg. Company, Baltimore, Md.
- Gregson, W. L., Interstate Pkg. Co., Winona, Minn.
- Guggenheim, F., Guggenheim Brothers, Chicago, Ill.
- Guggenheim, Max, Guggenheim Brothers, Chicago, Ill.
- Guggenheim, Melvin, Guggenheim Brothers, Chicago, Ill.
- Gunsberg, Louis, Gunsberg Pkg. Co., Detroit, Mich.
- Guthery, L. H., Marion Pkg. Co., Marion, Ohio.
- Haas, Wm. O., Haas-Davis Pkg. Co., Mobile, Ala.
- Hall, F. M., Swift & Company, Philadelphia, Pa.
- Hallenbeck, H. M., Miller & Hart, Chicago, Ill.
- Hallwell, A. C., The Shorthorn World, Chicago, Ill.
- Hammond, Charles F., care of American Provisions Exp. Co., Chicago, Ill.
- Hardenbergh, Wesley, Institute of American Meat Packers, Chicago, Ill.
- Harding, M. D., Armour & Company, Chicago, Ill.
- Hart, F. A., F. A. Hart & Company, Chicago, Ill.
- Harvard, E. G., The Cudahy Packing Co., Chicago, Ill.
- Hawkinson, J. A., Allied Packers, Inc., Chicago, Ill.
- Hayes, A. E., Hatley Brothers Co., Chicago, Ill.
- Hayes, J. J., Armour & Company, Chicago, Ill.
- Healy, J. P., Swift & Company, Baltimore, Md.
- Hebb, R. D., Swift & Company, Chicago, Ill.
- Heil, Geo. L., Heil Pkg. Co., St. Louis, Mo.
- Heinemann, C. B., Inst. of Amer. Meat Packers, Chicago, Ill.
- Hejna, Jos. F., I. Blum, Chicago, Ill.
- Hemphill, W. P., Armour & Co., Chicago, Ill.
- Henneberry, E. D., Hull & Dillon Pkg. Co., Pittsburg, Kans.
- Herman, Jacob, United Butchers' of America, Milwaukee, Wis.
- Herrick, Chas. E., Brennan Pkg. Co., Chicago, Ill.
- Hetzel, John, Hetzel & Company, Chicago, Ill.
- Hetzel, John, Jr., Hetzel & Company, Chicago, Ill.
- Heymann, Edgar, Morris & Company, Chicago, Ill.
- Heymann, L. H., Morris & Company, Chicago, Ill.
- Hicks, E. L., Jr., Cross, Roy & Saunders, Chicago, Ill.
- Hildebrandt, C. R., The Hildebrandt Prov. Co., Cleveland, Ohio.
- Hildebrandt, Robert, The Independent Packing Co., Chicago, Ill.
- Hill, E. E., Rapid City Packing Co., Rapid City, S. D.
- Hills, J. R., Swift & Company, Chicago, Ill.
- Hoerter, Fred E., Louisville Prov. Co., Louisville, Ky.
- Hoerter, G. L., Armour & Co., Chicago, Ill.
- Hofmann, A. C., Jr., A. C. Hofmann & Sons, Syracuse, N. Y.
- Hoffman, H. I., J. S. Hoffman Company, Chicago, Ill.
- Hoffman, J. G., North Side Pkg. Co., Pittsburgh, Pa.
- Hoffman, J. S., J. S. Hoffman Company, Chicago, Ill.
- Holman, Scott, Libby, McNeill & Libby, Chicago, Ill.
- Holmes, J., Swift & Company, Chicago, Ill.
- Holtzman, E. F., Morris & Company, Chicago, Ill.
- Honnell, Frank, Wilson & Co., Chicago, Ill.
- Hopkins, G. D., Wilson & Co., Chicago, Ill.
- Hormel, Jay C., Geo. A. Hormel & Co., Austin, Minn.
- Hormel, John G., Geo. A. Hormel & Co., Austin, Minn.
- Houska, Chas., Louis Pfaelzer & Sons, Chicago, Ill.
- Hoves, R. W., Swift & Company, Chicago, Ill.
- Howland, D. Roy, Roberts & Oake, Chicago, Ill.
- Hoy, F. H., The Cudahy Pkg. Co., Chicago, Ill.
- Hughes, Chas. S., Hughes-Curry Pkg. Co., Anderson, Ind.
- Hunter, E. W., Rochester Packing Co., Inc., Rochester, N. Y.
- Hunter, F. A., East Side Packing Co., East St. Louis, Ill.
- Icely, L. B., Wilson & Co., Chicago, Ill.
- Inches, F. S., Hatley Brothers Co., Chicago, Ill.
- Ingwersen, T. H., Swift & Company, Chicago, Ill.
- Isaacs, Chas., Agar Packing & Provision Co., Chicago, Ill.
- Jacobs, J. C., Armour & Co., Chicago, Ill.
- Jacobson, P. A., Interstate Packing Co., Winona, Minn.
- Jahrsdorfer, O. Edward, Brooklyn, N. Y.
- James, R. L., Libby, McNeill & Libby, Chicago, Ill.
- Jennings, Thos. W., Canadian Pacific Ry. Co., Chicago, Ill.
- Johns, W. A., Swift & Company, Jersey City, N. J.
- Johnson, H. S., Armour & Co., Chicago, Ill.
- Johnson, J. H., T. M. Sinclair & Co., Ltd., Cedar Rapids, Iowa.
- Johnson, R. C., The Cudahy Packing Co., Chicago, Ill.
- Johnston, W. S., Swift & Company, Chicago, Ill.
- Jones, Philip W., Jones Dairy Farm, Ft. Atkinson, Wis.
- Jurgens, R. E., Allied Packers, Inc., Chicago, Ill.
- Kahn, L. W., E. Kahn's Sons Co., Cincinnati, Ohio.
- Kahn, N., E. Kahn's Sons Co., Cincinnati, Ohio.
- Kaiser, Chas. W., United Master Butchers, Chicago, Ill.
- Kalbitzer, Geo. W., The C. Kalbitzer Pkg. Co., Wheeling, W. Va.
- Kammert, W. H., Swift & Company, Chicago, Ill.
- Keane, Michael A., T. T. Keane Co., Washington, D. C.
- Keefe, Richard T., Henneberry & Co., Arkansas City, Kan.
- Keeler, M. D., The National Provisioner, Chicago, Ill.
- Keigher, F. A., Wilson & Co., Chicago, Ill.
- Kiley, D. T., Armour & Co., Chicago, Ill.
- Kirk, W. C., Armour & Co., Chicago, Ill.
- King, F. J., Swift & Company, Chicago, Ill.
- Kissling, E., Morris & Company, Chicago, Ill.
- Kneif, F. H., Wilson & Co., Chicago, Ill.
- Koch, J. A., Morris & Company, Chicago, Ill.
- Koenig, Albert, The G. Kahns Sons Co., Cincinnati, Ohio.
- Pound, G. C., J. L. Kraft & Bro. Co., Chicago, Ill.
- Krenning, Walter, St. Louis Independent Pkg. Co., St. Louis, Mo.
- Kriel, Andrew G., C. G. Kriel Co., Baltimore, Md.
- Kruger, H. N., Libby, McNeill & Libby, Chicago, Ill.
- Kruger, H. W., Libby, McNeill & Libby, Chicago, Ill.
- Kurdle, Joseph, Wm. Schluderberg-T. J. Kurdle, Baltimore, Md.
- Le Bart, E. S., Wilson & Co., Chicago, Ill.
- Lalumier, E. L., Armour & Company, Chicago, Ill.
- Lamb, O. P., Columbus Packing Co., Columbus, Ohio.
- Lang, Archie, Hatley Brothers Co., Chicago, Ill.
- Larlson, Harry J., Home Packing & Ice Co., Terre Haute, Ind.
- Laughlin, W., Armour & Co., Chicago, Ill.
- Lavan, E. F., Libby, McNeill & Libby, Philadelphia, Pa.
- Lavin, Harry, Stark Provision Co., Canton, Ohio.
- Lavin, Leo B., Stark Provision Co., Canton, Ohio.
- Law, J. A., Allied Packers, Inc., Chicago, Ill.
- Lazerus, A. C., Cross, Roy & Saunders, Chicago, Ill.
- Lee, L. J., Cross, Roy & Saunders, Chicago, Ill.
- Lehr, W. G., Independent Pkg. Co., Chicago, Ill.
- Lettie, Geo. E., Arnold Brothers, Chicago, Ill.
- Levine, H., Agar Packing & Provision Co., Chicago, Ill.
- Leydorf, F. G., F. G. Leydorf, Toledo, Ohio.
- Lintner, Dr. J. J., Bureau of Animal Industry, Chicago, Ill.
- Liss, Benjamin J., J. S. Hoffman Company, Chicago, Ill.
- Lightfoot, J. P., Wilson & Co., Chicago, Ill.
- Lindstrom, P., Morris & Co., Chicago, Ill.
- Lipman, Dr. W. H., Swift & Company, Chicago, Ill.
- Lowenstein, A., Wilson & Co., Chicago, Ill.
- Luley, F. E., Luley Abattoir Co., St. Paul, Minn.
- Luley, Thos., Agar Pkg. & Provision Co., Chicago, Ill.

- MacDowell, C. H., Armour & Company, Chicago, Ill.
- Macfarlane, C. M., Morris Company, Chicago, Ill.
- Madden, David G., East Tenn. Pkg. Co., Knoxville, Tenn.
- Madden, Thos. M., Lincoln Pkg. Company, Lincoln, Nebr.
- Major, A. J., Major Brothers Pkg. Co., Mishawaka, Ind.
- Manaster, Harry, Harry Manaster & Bro., Chicago, Ill.
- Manaster, Henry, Harry Manaster & Bro., Chicago, Ill.
- Manaugh, Guy, The Sandusky Pkg. Co., Sandusky, Ohio.
- Mannheimer, M., Evansville Pkg. Co., Evansville, Ind.
- Marhoff, C. G., The Cudahy Pkg. Co., Chicago, Ill.
- Marples, Geo., The Cudahy Pkg. Co., Chicago, Ill.
- Martin, B. J., I. A. M. P., Chicago, Ill.
- Martin, E. P., Armour & Company, Chicago, Ill.
- Martin, Geo., Agar Pkg. & Prov. Company, Chicago, Ill.
- Martin, Geo. W., John Morrell & Co., Ottumwa, Ia.
- Mathews, B. H., White Prov. Company, Atlanta, Ga.
- Matthews, T. H., Allied Packers, Inc., Chicago, Ill.
- Mayer, O. G., Oscar Mayer & Company, Chicago, Ill.
- Meeke, Arthur, Armour & Company, Chicago, Ill.
- Meluskey, Albin A., Shenandoah Abattoir Company, Shenandoah, Pa.
- Merryweather, W. A., Sterling Packing Company, Chicago, Ill.
- Merritt, E. C., Indianapolis Abattoir Company, Indianapolis, Ind.
- Meyers, Geo., Wilson & Company, Chicago, Ill.
- Meyer, Geo. N., Fried & Reineman Pkg. Co., Pittsburgh, Pa.
- Miller, A. P., Armour & Company, Chicago, Ill.
- Miller, E. T., Hatley Brothers Co., Chicago, Ill.
- Miller, F. W., The Cudahy Pkg. Co., Chicago, Ill.
- Millis, H., Oscar Mayer & Company, Chicago, Ill.
- Mills, H., The G. H. Hammond Company, Chicago, Ill.
- McMillan, Myron, J. T. McMillan Company, St. Paul, Minn.
- Naegele, Jos. J., The A. Habermann Prov. Co., Cleveland, Ohio.
- Nash, S. T., Cleveland Provision Company, Cleveland, Ohio.
- Neff, Ward A., Chicago Daily Drovers Journal, Chicago, Ill.
- Neil, Dr. W. N., Bureau of Animal Industry, Chicago, Ill.
- Newhoff, Lorenz, Newhoff Pkg. Co., Nashville, Tenn.
- Newcomb, G. G., The Lake Erie Prov. Co., Cleveland, Ohio.
- Newhall, H. G., Hatley Bros. Co., Chicago, Ill.
- Neyer, C. A., Armour & Company, Chicago, Ill.
- Nicholson, W. C., Plankinton Pkg. Co., Milwaukee, Wis.
- Nicholson, W. S., Wilson & Company, Chicago, Ill.
- Nodgaard, R. J., Young Commission Co., Chicago, Ill.
- Norris, E. J., Allied Packers, Inc., Chicago, Ill.
- Nuckolls, G. H., Nuckolls Pkg. Co., Pueblo, Colo.
- O'Brien, D. F., Morris & Company, Chicago, Ill.
- O'Brien, J., Wilson & Company, Chicago, Ill.
- O'Connell, J. A., The Cudahy Pkg. Co., Chicago, Ill.
- Ogden, Chas. H., Pittsburgh Prov. & Pkg. Co., Pittsburgh, Pa.
- O'Hern, J. E., Armour & Company, Chicago, Ill.
- Oderman, H., Morris & Company, Chicago, Ill.
- O'Rourke, James, The Cudahy Pkg. Co., Chicago, Ill.
- Oswald, W. W., Oswald & Hess Co., Pittsburgh, Pa.
- Overaker, C. L., Armour & Company, Chicago, Ill.
- O'Dell, J. B., Wm. Davies Co., Inc., Chicago, Ill.
- Pagels, R. E., Allied Packers, Inc., Chicago, Ill.
- Paton, J. W., Morris & Company, Chicago, Ill.
- Paulin, A. W., Oscar Mayer & Co., Chicago, Ill.
- Pearsall, R. E., The Cudahy Pkg. Co., Chicago, Ill.
- Penley, R. W., E. W. Penley, Auburn, Me.
- Minifie, F. H., Oscar Mayer & Company, Chicago, Ill.
- Minotto, J., Swift & Company (Guest), Chicago, Ill.
- Mock, J. W., John Morrell & Company, Ottumwa, Ia.
- Monarque, Geo., The Independent Pkg. Co., Chicago, Ill.
- Monks, P. H., The Cudahy Pkg. Company, Chicago, Ill.
- Moody, R. W., The Cudahy Pkg. Co., Chicago, Ill.
- Moog, D., Wilson & Company, Chicago, Ill.
- Moog, J., Wilson & Company, Chicago, Ill.
- Moore, H. H., Swift & Company, Chicago, Ill.
- Morgan, M. T., The Lake Erie Prov. Co., Cleveland, Ohio.
- Morris, Edward, Morris & Company, Chicago, Ill.
- Moser, L. C., I. A. M. P., Chicago, Ill.
- Mourfield, M. L., J. L. Kraft & Bro., Chicago, Ill.
- Munnecke, V. H., Armour & Company, Chicago, Ill.
- Murphy, J. H., Wilson & Company, Chicago, Ill.
- Murphy, J. P., Coffin Pkg. & Prov. Co., Denver, Colo.
- Murphy, M. R., The Cudahy Pkg. Co., Omaha, Nebr.
- McCabe, J. L., Memphis Pkg. Corporation, Memphis, Tenn.
- McCall, Howard W., J. H. Allison Co., Chattanooga, Tenn.
- McCartan, A. R., The Cudahy Pkg. Co., Chicago, Ill.
- McCartney, Richard, The Cudahy Pkg. Co., Chicago, Ill.
- McClean, G., Louis Pfaelzers & Sons, Chicago, Ill.
- McClelland, M. T., John Morrell & Company, Ottumwa, Ia.
- McCusker, J. P., Cross, Roy & Saunders, Chicago, Ill.
- McDougall, E. G., Libby, McNeil & Libby, Chicago, Ill.
- McFarlane, Walter, Sullivan Pkg. Company, Detroit, Mich.
- McLaren, A. W., Morris & Company, Chicago, Ill.
- McLean, N. J., Hatley Brothers Co., Toronto, Canada.
- McManus, R. C., Swift & Company, Chicago, Ill.
- Penne, F., The Cudahy Packing Company, Chicago, Ill.
- Peopler, Walter B., Corkran, Hill & Co., Baltimore, Md.
- Petersen, A. E., Wilson & Company, Chicago, Ill.
- Pfaelzer, Abe, Louis Pfaelzer & Sons, Chicago, Ill.
- Pfaelzer, David, Louis Pfaelzer & Sons, Chicago, Ill.
- Pfaelzer, J. L., Louis Pfaelzer & Sons, Chicago, Ill.
- Phillips, J. A., Birmingham Pkg. Co., Birmingham, Ala.
- Podesta, C. A., Wilson & Company, Chicago, Ill.
- Power, Chris. J., Power Packing Plant, Nashville, Tenn.
- Powers, E. H., Allied Packers, Inc., Chicago, Ill.
- Powers, Isaac, Home Pkg. Co., Terre Haute, Ind.
- Provo, Philip, Home Packing Co., Toledo, Ohio.
- Raleigh, Pitts, V. P. Drovers & Mech. Bank, Baltimore, Md.
- Rasmussen, R. J., C. F. Vissman & Co., Louisville, Ky.
- Rath, E. F., The Rath Packing Co., Waterloo, Ia.
- Rath, J. W., The Rath Packing Co., Waterloo, Ia.
- Rath, R. A., The Rath Pkg. Co., Waterloo, Ia.
- Raymer, G. L., The Cudahy Pkg. Co., Chicago, Ill.
- Raymond, W. H., Armour & Company, Chicago, Ill.
- Reed, B. E., The Cudahy Pkg. Co., Chicago, Ill.
- Regan, F. W., Allied Packers, Chicago, Ill.
- Reichert, G., Oscar Mayer & Co., Chicago, Ill.
- Reineman, E. A., Fried & Reineman Pkg. Co., Pittsburgh, Pa.
- Rhoads, G. H., Wilson & Company, Chicago, Ill.
- Richardson, W. D., Swift & Company, Chicago, Ill.
- Riley, W. T., Cross, Roy & Saunders, Chicago, Ill.
- Rix, O. E., The Cudahy Pkg. Co., Chicago, Ill.
- Robb, J. W., The Cudahy Pkg. Co., Chicago, Ill.
- Robbins, F. A., The Cudahy Pkg. Co., Chicago, Ill.
- Robertson, D. C., Miller & Hart, Chicago, Ill.
- Roberts, C. J., Roberts & Oake, Chicago, Ill.
- Roberts, John, Miller & Hart, Chicago, Ill.
- Roberts, J. O., Miller & Hart, Chicago, Ill.
- Roberts, John W., Roberts & Oake, Chicago, Ill.
- Rochester, F. A., Morris & Company, Chicago, Ill.
- Rogers, Burton R., Veterinarian, Chicago, Ill.
- Rohe, Albert R., Rohe & Brother, New York, N. Y.
- Rock, F. D., Armour & Company, Chicago, Ill.
- Romeeiser, C., Wilson & Company, Chicago, Ill.
- Rose, James, Swift & Company, Chicago, Ill.
- Roser, Albert, Brooklyn, N. Y.
- Rosenthal, Louis, Louis Rosenthal Pkg. Corp., Galveston, Texas.
- Rothermel, Peter, Hatley Bros. Co., Chicago, Ill.
- Ruf, A. W., The Cudahy Pkg. Co., Chicago, Ill.
- Russell, F. S., Armour Ammonia Wks., Chicago, Ill.
- Russell, H. A., Armour & Company, Chicago, Ill.
- Russell, W. J., Jr., Swift & Company, Chicago, Ill.
- Ryan, Jos., Cincinnati Abattoir Co., Cincinnati, Ohio.
- Ryan, Thos. E., The Independent Pkg. Co., Chicago, Ill.
- Ryner, F. E., The Cudahy Pkg. Co., Chicago, Ill.
- Sanders, F., Oscar Mayer & Co., Chicago, Ill.
- Sapp, W. H., Armour & Co., Chicago, Ill.
- Sartain, W. H., The Blumer-Sartain Pkg. Co., Columbus, Ohio.
- Sartorius, Henry, Sartorius Prov. Co., St. Louis, Mo.
- Saunders, W. P., Cross, Roy & Saunders, Chicago, Ill.
- Scheck, W. F., Swift & Company, Chicago, Ill.
- Schluderberg, Wm. F., Wm. F. Schluderberg-T. J. Kurde Co., Baltimore, Md.
- Schmidt, Aug., Schmidt Market Co., Toledo, Ohio.
- Schrauder, F. S., Schrauder & Co., Monroe, Mich.
- Scheck, Arthur, C. A. Burnette Company, Chicago, Ill.
- Schenck, F., Allied Packers Inc., Chicago, Ill.
- Schaffner, Milton, Schaffner Bros. Co., Erie, Pa.

Schaffner, Morris, Schaffner Bros. Co., Erie, Pa.
 Schell, C. A., C. A. Schell Prov. Co., Akron, Ohio.
 Schmidt, Geo. L., J. F. Schmidt Pkg. Co., Columbus, Ohio.
 Schneider, William E., U. S. Department of Agriculture, Washington, D. C.
 Schrenk, Otto V., The National Provisioner, New York.
 Schroth, John U., Rochester Pkg. Co., Inc., Rochester, N. Y.
 Schwitzke, E. E., Armour & Co., Chicago, Ill.
 Seiter, Henry J., John Morrell & Co., Ottumwa, Ia.
 Shoemaker, W. W., Armour & Co., Chicago, Ill.
 Shepard, G. C., The Cudahy Packing Co., Chicago, Ill.
 Sherman, W. W., Swift & Company, Chicago, Ill.
 Shiell, Robert, Allied Packers, Inc., Chicago, Ill.
 Schenck, A. M., Allied Packers, Inc., Chicago, Ill.
 Seipp, W. E., Independent Pkg. Co., Chicago, Ill.
 Simpson, R. B., Miller & Hart, Chicago, Ill.
 Sinclair, Archer C., T. M. Sinclair & Co., Ltd., Cedar Rapids, Ia.
 Sinclair, R. S., T. M. Sinclair & Co., Ltd., Cedar Rapids, Ia.
 Sinclair, W. R., Kingan & Company, Indianapolis, Ind.
 Smith, Al, Allied Packers, Inc., Chicago, Ill.
 Smith, Howard R., Shafer & Company, Baltimore, Md.
 Smith, Homer H., Drummond Pkg. Co., Eau Claire, Wis.
 Smith, J. F., Swift & Company, Chicago, Ill.
 Smith, W. B., Theurer-Norton Prov. Co., Cleveland, Ohio.
 Snyder, C. E., The Chicago Daily Drivers' Journal, Chicago, Ill.
 Snyder, F. S., Allied Packers, Inc., Chicago, Ill.
 Stanton, H. E., Morris & Co., Chicago, Ill.
 Starbird, Beecher, Armour & Co., Chicago, Ill.
 Starr, E. C., N. Packing & Provision Co., Boston, Mass.
 Stauffer, B. F., B. F. Stauffer, Rocky Ford, Colo.
 Stentz, J. C., John Morrell & Co., Sioux Falls, S. D.
 Stephens, F. Owen, E. W. Penley, Auburn, Me.
 Stephenson, J. R., Morris & Co., Chicago, Ill.
 Stolle, Anton, Sr., Anton Stolle & Sons, Richmond, Ind.
 Strachan, Geo., Louis F. Pfaelzer & Sons, Chicago, Ill.
 Streckewald, F. Otto, The Layton Company, Milwaukee, Wis.
 Stringer, J. T., The Cudahy Packing Co., Chicago, Ill.
 Stevens, Hedley, Prov. Broker, Bristol, England.
 Strout, Charles E., Hughes & Curry Pkg. Co., Anderson, Ind.
 Swift, Alden B., Swift & Company, Chicago, Ill.
 Swift, C. H., Swift & Company, Chicago, Ill.
 Swift, E. F., Swift & Company, Chicago, Ill.
 Swift, G. F. Jr., Swift & Company, Chicago, Ill.
 Swift, H. H., Swift & Company, Chicago, Ill.
 Swift, L. F., Jr., Swift & Company, Chicago, Ill.
 Swift, W. E., Swift & Company, Chicago, Ill.
 Switzer, Thurman, C. F. Vissman & Co., Louisville, Ky.
 Symons, Carl, Wm. Davies Co., Inc., Chicago.
 Tauffer, J., Oscar Mayer & Co., Chicago.
 Taylor, J. L., Sterling Packing Co., Chicago, Ill.
 Taylor, J. T., Pittsburgh, Pa.
 Tebo, J. H., Allied Packers, Inc., Chicago, Ill.

Tennyson, H. A., Oscar Mayer & Co., Chicago, Ill.
 Teufel, A. J., Theurer-Norton Prov. Co., Cleveland, O.
 Thoman, Fred J., Detroit Packing Co., Detroit, Mich.
 Thompson, Harry, Libby, McNeill & Libby, Chicago, Ill.
 Timmins, H. A., Morris & Co., Chicago, Ill.
 Tobin, F. M., Rochester Pkg. Co., Inc., Rochester, N. Y.
 Tolman, L. M., Wilson & Co., Chicago, Ill.
 Townsend, Henry, North Side Packing Co., Pittsburgh, Pa.
 Traynor, W. B., Swift & Company, Chicago, Ill.
 Trier, P. W., Arnold Bros., Chicago, Ill.
 Trullinger, R., Allied Packers, Inc., Chicago, Ill.
 Turner, J. T., Morris & Co., Chicago, Ill.
 Thorsen, Wm. C., Wm. Davies Co., Inc., Chicago, Ill.
 Twiss, P. A., Swift & Company, Chicago, Illinois.
 Uritz, Ernest S., Dryfus Pkg. Co., Lafayette, Ind.
 Vanderlick, C. W., Allied Packers, Inc., Chicago, Ill.
 Van Peski, Dr. V., Rotterdam, Holland.
 Vissman, George W., C. F. Vissman Co., Inc., Louisville, Ky.
 Vogel, Jacob, Jacob Vogel & Son, Cincinnati, O.
 Vogelbach, F. C., Jac. Vogel & Son, Cincinnati, O.
 Vollertson, J. J., Morris & Company, Chicago, Ill.
 Waddell, F. W., Armour & Company, Chicago, Ill.
 Wades, Geo. L., The Canton Provision Co., Canton, O.
 Wagner, J. E., The Cudahy Pkg. Co., Chicago, Ill.
 Waite, C., Allied Packers, Inc., Chicago, Ill.
 Waldron, Z. K., Cross, Roy & Saunders, Chicago, Ill.
 Waldeck, J. C. C., Waldeck Pkg. Co., St. Louis, Mo.
 Ward, E. L., Swift & Co., Chicago, Ill.
 Wareing, Walter G., W. G. Wareing & Co., Chicago, Ill.
 Waterbury, E. S., Morris & Company, Chicago, Ill.
 Watkins, L. Whitney, Detroit Pkg. Co., Detroit, Mich.
 Watkins, T. D., Louisville Prov. Co., Louisville, Ky.
 Weavers, John S., John S. Weavers Co., Lebanon, Pa.
 Webster, J. T., The Cudahy Pkg. Co., Chicago, Ill.
 Webster, R. B., The Cudahy Packing Co., Chicago, Ill.
 Weihofen, J. G., Export Freight Agent, Chicago, Ill.
 Weiss, J. H., The Cudahy Packing Co., Chicago, Ill.
 Weld, L. D., Swift & Co., Chicago, Ill.
 Welhener, Al, Wilson & Co., Chicago, Ill.
 Welhener, H. E., Wilson & Co., Chicago, Illinois.
 Wentworth, E. N., Armour & Co., Chicago, Illinois.
 Wescott, A., Allied Packers, Inc., Chicago, Illinois.
 Wettach, Edward, Wm. Zoller Co., Pittsburgh, Pa.
 White, A. D., Swift & Co., Chicago, Ill.
 White, F. Edson, Armour & Co., Chicago, Illinois.
 White, J. J., Swift & Co., New York, N. Y.
 White, John, Hatley Brothers Co., Chicago, Ill.
 White, W. H., Jr., White Provision Co., Atlanta, Ga.
 White, W. H., White Prov. Co., Atlanta, Ga.
 Whitmarsh, L. B., G. H. Hammond Co., Chicago, Ill.
 Wiederstein, J. A., John Hoffman Co., Cincinnati, O.
 Wilhelm, F. E., The Cudahy Pkg. Co., Chicago, Ill.
 Wilke, J. J., Wilson & Co., Chicago, Ill.
 Willetts, G. M., Armour & Co., Chicago, Ill.
 Williams, Geo., Wilson & Co., Chicago, Ill.
 Williams, H., Libby, McNeill & Libby, Chicago, Ill.

Williams, J. C., J. M. Denholm Bros. & Co., Pittsburgh, Pa.
 Williams, T. E., Wilson & Co., Chicago, Ill.
 Wilson, Fred L., Wilson & Co., Peoria, Ill.
 Wilson, Henry B., Worm & Co., Indianapolis, Ind.
 Wilson, Levi, Wilson & Co., Chicago, Ill.
 Wilson, Thos. E., Wilson & Co., Chicago, Illinois.
 Wilson, W. J., Swift & Co., Chicago, Ill.
 Wine, H. D., B. F. Stauffer, Rocky Ford, Colorado.
 Wing, Dewitt C., The Breeders' Gazette, Chicago, Ill.
 Wolf, Joseph, Detroit Pkg. Co., Detroit, Michigan.
 Wright, J. L., Wm. Davies Co., Inc., Chicago, Ill.
 Yanke, E. L., Wilson & Co., Chicago, Ill.
 Yeager, Conrad, Weimer Pkg. Co., Wheeling, W. Va.
 Yocum, R. E., The Cudahy Pkg. Co., Chicago, Ill.
 Zaeh, Karl M., Louisville Prov. Co., Louisville, Ky.
 Zahler, J. J., J. S. Hoffman Co., Chicago, Illinois.

MORE CONVENTION SNAPSOTS.

Fancy a full grown man being asked if he wished to attend the "junior lunch," and fancy John F. Havens, the hair king, being taken for a seventeen-year-old kid. Not that he doesn't look the part.

Anton Stolle, the King of Richmond, Ind., had a bunch of smiling pigs in his grip. There was nothing in the grip to make them smile. They were just born that way. And they made dandy souvenirs.

We're wondering where Gus Bischoff got that Negro dialect. He's there.

Ed. Wettig of Wm. Zoller Co. amazed his friends and enemies by showing a perfect 36. The cause is golf, starvation and near beer.

Increased dignity marks the appearance of the new vice president of the Trade and Supply Ass'n. Meaning, of course, that good old scout, Bill Harris. No fear of him forgetting old friends even if the insti-toot tells the world that he is from the Pacific Coast Bacon Co. When did you start sticking pigs, Bill?

One of the popular men from the east, who has just had his name enrolled as a new member of the Institute, is Louis Meyer of the Louis Meyer Co. of Brooklyn, N. Y. His pride is his fancy line of pork products. Glad to have you, L. M.

Myron McMillan is rapidly developing into an accomplished orator. His debonair and nonchalant way of putting it across is the envy of those less favored, not to speak of his personality and physique.

L. M. Christian, the silent man from New York, was not very silent the past three days. What the open sesame was 'twould be hard to tell. However, be that as it may, what's the answer?

John Hall's poetic ability is well known. Here's a new one he sprung at the Marigold and then was silent for the rest of the evening:

As o'er old scenes my memory creeps
 And fondly dwells with miser's care,
 Time the impression deeper makes,
 As streams their channels deeper wear.

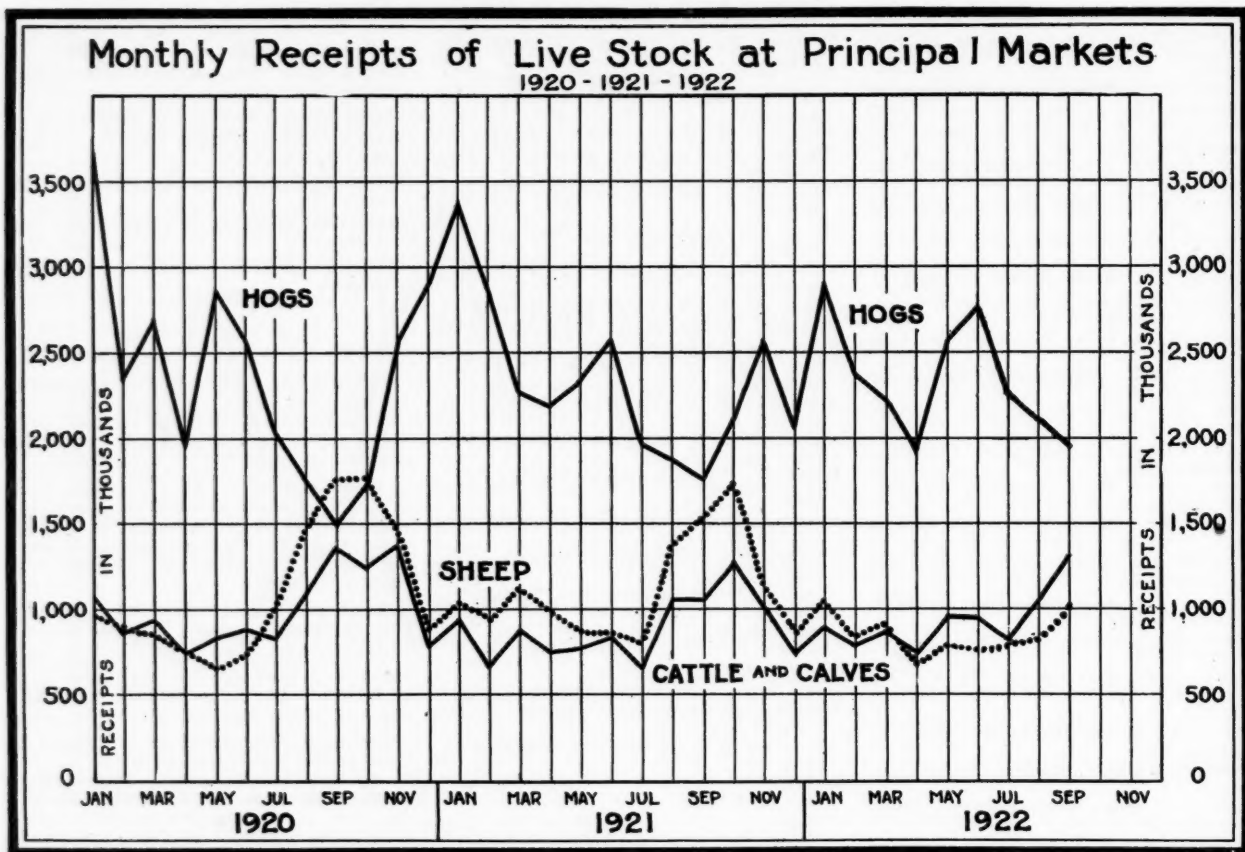
Guess he was alluding to past conventions and streams and channels.

George L. Hell is about to give away his automobile and take up walking. He won't say why, but as the old slogan goes, "there's a reason." Several of them in fact, one of which is in walking we regain our perfect 36, which the auto has taken from us.

September Sheep Receipts Only Sixty Per Cent of Pre-War

This week's chart of THE NATIONAL PROVISIONER Market Chart Service, which includes livestock and meat production and prices, by-products prices and cold storage stocks, shows the receipts for September, 1922, compared with those for the same month of preceding years. A comparison with pre-war periods is made in a set of bar tables below the chart.

While many things develop from a careful study of the chart, one fact that strikes the reader at first glance is this: Although sheep and cattle receipts are greater for September than for August of this year, sheep receipts are only about sixty per cent of the five pre-war average for September. This has been the result of the shortage in sheep production, due to the losses sustained in recent years which crippled many producers.



This chart is based on actual receipts as officially reported, as follows:

CATTLE AND CALVES—Seven markets: Chicago, Kansas City, Omaha, St. Louis, St. Joseph, St. Paul and Sioux City.

HOGS—Eleven markets: Chicago, Kansas City, Omaha, St. Louis, St. Joseph, Sioux City, St. Paul, Indianapolis, Cleveland, Buffalo and Pittsburgh.

SHEEP—Eight markets: Chicago, Kansas City, Omaha, St. Louis, St. Joseph, St. Paul, Sioux City and Denver.

Livestock Receipts for September Compared to Six-Year Pre-War Average

Showing percentage of receipts for September, 1922, 1921, and 1920, to the average of September of the six years, 1909 to 1914 (hogs 1911-1914).

CATTLE AND CALVES AT 7 MARKETS.

	Per Cent.	
September, 1922	123.1	
September, 1921	100.4	
September, 1920	128.4	
September, 1909-14	100.0	

HOGS AT 11 MARKETS.

September, 1922	120.8	
September, 1921	114.6	
September, 1920	98.0	
September, 1909-14	100.0	

SHEEP AT 8 MARKETS.

September, 1922	56.7	
September, 1921	81.6	
September, 1920	94.4	
September, 1909-14	100.0	

LIVESTOCK RECEIPTS COMPARED.

The actual figures of livestock receipts on which THE NATIONAL PROVISIONER'S chart is based are as follows, statistics being those of the official market authorities.

Monthly receipts of cattle and calves at seven markets:

	Average 1909-1914.	1920	1921.	1922.
January	733,833	1,079,771	935,828	898,630
February	584,833	844,312	665,321	781,004
March	649,667	927,509	882,092	880,815
April	590,000	735,052	752,900	744,789
May	604,667	826,452	780,848	950,352
June	643,167	880,488	832,776	942,420
July	673,833	827,231	664,688	811,217
August	864,333	1,106,329	1,061,122	1,033,982
September	1,060,167	1,361,553	1,064,939	1,306,232
October	1,151,000	1,243,103	1,287,756	.....
November	859,500	1,375,853	1,019,607	.....
December	740,667	775,328	736,158	.....

The markets included are Chicago, Kansas City, Omaha, St. Louis, St. Joseph, St. Paul and Sioux City.

Monthly receipts of hogs at eleven markets:

	Average 1909-1914.	1920	1921.	1922.
January	2,558,000	3,670,000	3,355,000	2,886,000
February	2,153,000	2,331,000	2,850,000	2,373,000
March	2,001,500	2,689,000	2,266,000	2,211,000
April	1,833,000	1,967,000	2,197,000	1,921,000
May	2,091,000	2,885,000	2,320,000	2,550,000
June	2,227,000	2,562,000	2,565,000	2,750,000
July	1,844,000	2,027,000	1,960,000	2,252,000
August	1,580,000	1,742,000	1,879,000	2,100,000
September	1,523,000	1,493,000	1,746,000	1,659,000
October	1,993,000	1,728,000	2,100,000	.....
November	2,245,000	2,570,000	2,354,000	.....
December	2,625,500	2,896,000	2,062,000	.....

The markets included are Chicago, Kansas City, Omaha, St. Louis, St. Joseph, St. Paul, Sioux City, Indianapolis, Cleveland, Buffalo, Pittsburgh.

(Continued on page 174.)

What Is It Worth to You to Consult Daily the Best Packinghouse Superintendents and Executives?—

If you could have at your command for daily consultation the best of packinghouse superintendents and leading packinghouse executives, wouldn't it be worth a lot of money to you?

In the **PACKERS' ENCYCLOPEDIA — The Blue Book of the American Meat Packing and Allied Industries**—the experience of the best superintendents and packinghouse executives is put in hand-book form. It has required months of careful editing to do this.

Part I of the **PACKERS' ENCYCLOPEDIA** covers every phase of packing-house operation, from selection of the live animal to disposal of the by-products. The following outline gives an idea of its contents:

Chapter One:—CATTLE

Breeds of Cattle
Market Classes and Grades of Cattle and Calves
Dressing Percentages of Cattle
Beef Slaughtering
Beef Cooling
Beef Grading
Beef Loading
Handling of Beef for Export
Beef Cutting and Boning
Plate Beef
Meat Beef
Curing Barreled Beef
Manufacture of Dried Beef
Handling Beef Offal
Handling and Grading Beef Casings
Handling Miscellaneous Meats
Manufacture of Beef Extract
Manufacture of Oleo Products
Tallow
Handling of Hides

Chapter Two:—HOGS

Breeds of Hogs
Market Classes and Grades of Hogs

Dressing Yields of Hogs
Hog Killing Operations
Hog Cooling
Shipper Pigs
Pork Cuts
Curing Pork Cuts
Smokehouse Operation
Ham Boning and Cooking
Lard Manufacture
Hog Casings
Edible Hog Offal or Miscellaneous Meats
Preparation of Pigs Feet

Chapter Three:—SMALL STOCK

Market Classes and Grades of Sheep and Lambs
Sheep Killing
Sheep Dressing
Sheep Casings
Casings from Calves and Yearlings

Chapter Four:—INEDIBLE BY-PRODUCTS

Inedible Tank House
Blood and Tankage Yields

Tankage Preparation
Digester Tankage
Tallow and Grease Refining
Manufacture of Glue
Bones, Horns and Hoofs
Handling Hog Hair
Catch Basins
Cost and Return on By-Products

Chapter Five:—MISCELLANEOUS

Sausage Manufacture
Meat Canning
Animal Glands and Their Uses
Packinghouse Chemistry
Packinghouse Refrigeration
Packinghouse Cost Accounting
Location of Packing Plants
Construction of Packing Plants

Chapter Six:—VEGETABLE OILS

Vegetable Oil Refining
Compound Manufacture
Winter Oil
Manufacture of Margarin
Hydrogenation of Oils and Fats

Part II is a **Statistical Section** in chart form, offering graphic comparisons of number and prices of meat animals, corn, meats and products; production, exports, imports and consumption. There are tables of statistics covering the operations of the industry, both United States and Canada, charts and tables of livestock and meat freight rates, and official definitions of both foreign and domestic traffic terms, with much other valuable statistical and reference data.

Part III is a **Trade Directory**, in which are listed—with data of corporation information, operations, capacity, equipment, brands, etc.—the meat packers of the United States, together with those of Canada, South America and other countries. The Directory Section includes also listing of wholesale meat dealers, sausage manufacturers, renderers, lard and vegetable oil refiners, margarin manufacturers, packinghouse and oil brokers, and livestock order buyers.

Price, \$12.00 in U. S. and Canada. Foreign, \$12.25

THE NATIONAL PROVISIONER

OLD COLONY BUILDING
CHICAGO, ILL.

TRADE GLEANINGS

Plans are being discussed by local men for the organization of a new packing company at North Aurora, Ill., which may have a capital of \$200,000.

The Dixon Packing Co., 106 Milam street, Houston, Tex., recently sustained a small loss by fire to their plant which, however, was not kept from operating.

The Pacific Meat & Packing Co., Seattle, Wash., has increased its capital from \$500,000 to \$600,000.

The Los Angeles Union Stockyards, Los Angeles, Cal., will probably open for operations about November 1.

Hart-Oppenheim Casing Co., 1140 West 47th place, Chicago, has been incorporated with a capital of \$20,000 by William S. Newburger and others.

Reports from Boston, Mass., indicate that public slaughterhouses may be established in Massachusetts to encourage beef, pork and sheep production there.

The Franklin Independent Beef Company, Binghamton, N. Y., has recently been incorporated by L. Benedict, H. H. Shannon and W. Stewart.

The North Penn Packing Co., Lansdale, Pa., has been incorporated by Joseph G. Mininger, J. Paul Krupp and others.

BAKER HEADS MARKET REPORTING.

The market reporting service at all live stock markets at which the U. S. Bureau of Agricultural Economics maintains offices will be supervised by E. W. Baker, beginning Oct. 2. This change is a part of the recent reorganization in which J. S. Campbell was placed in administrative charge of the Chicago office of the Live Stock, Meats and Wool Division.

Mr. Baker will give special attention to establishing greater uniformity in the reporting services maintained at the various live stock markets with particular emphasis on the uniform application of the bureau's standard classes and grades of live stock. He will continue to maintain his headquarters at the Union Stock Yards, Chicago.

He has been in the bureau since early

in 1918 and has been in charge of the Chicago office since April, 1920. His new assignment will give his acknowledged abilities wider scope and will, no doubt, result in a marked improvement of the live stock market reporting service.

Mr. Campbell, who succeeds Mr. Baker as officer in charge at Chicago, has been in the bureau since 1918 and during a greater part of the time since then has been employed in reporting the hog market at Kansas City. He handled the Kansas City assignment with such marked credit to both himself and the bureau that when the vacancy occurred in Chicago he seemed the logical man for the place.

GERMANY CONSUMES LESS MEAT.

One of the most tangible evidences of the lowering of the standards of living in Germany is to be seen in the diminished consumption of meat by the German population, according to a report received from the American consul at Berlin. Though there is still a very large potential demand for meat in Germany, the depreciation of German currency makes it impossible for the large majority of the inhabitants to pay the prices of imported meat.

The need of replenishing all kinds of livestock, as a result of the loss caused by the war and the compulsory deliveries to the entente under the peace treaty, has necessarily led to a decrease in the number of animals slaughtered. The consumption of meat in rural communities is more nearly normal than in the cities. It is variously estimated that the consumption of meat by the city inhabitants in 1921 was between fifty and sixty per cent of the pre-war quantity.

The decline in the consumption of meat in Germany during 1921 is shown in the following table:

	1913	1921
	Metric tons*	Metric tons*
Beeves	462,608.5	329,604.8
Calves	76,061.1	58,421.6
Hogs	1,125,084.6	613,097.5
Sheep	29,387.2	28,427.3
Total	1,693,141.4	1,029,551.2

*One metric ton=2204.6 lbs.

In the figures given the loss of territory suffered since 1913 has been taken into consideration as well as the greatly increased number of private slaughtering in farming communities.

The average per capita consumption of meat of domestic origin in Prussia during 1913 was 101.53 lbs. as compared with 62.74 lbs. in 1921. To these amounts should be added 7.06 lbs. of imported meat for 1913 and 10.81 lbs. for 1921, these amounts being the excess imports per capita over exports.

Assuming that the same conditions as in Prussia held good for all Germany, the average per capita consumption of both imported and domestic meat, amounted to 108.59 lbs. in 1913 and 73.65 lbs. in 1921. The consumption in 1921 was accordingly but 67.8 per cent of the last pre-war year.

PUBLISHERS' NOTICE.

STATEMENT OF THE OWNERSHIP MANAGEMENT, CIRCULATION, ETC., REQUIRED BY THE ACT OF CONGRESS OF AUGUST 24, 1912.

of The National Provisioner, published weekly at Chicago, Illinois, for Oct. 1, 1922.
State of Illinois, County of Cook. Before me, a notary public, in and for the state and county aforesaid, personally appeared Paul I. Aldrich, who, having been duly sworn according to law, deposes and says that he is the Vice-President of the Food Trade Publishing Co., publishers of The National Provisioner, and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management, etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in section 443 Postal Laws and Regulations, to wit:

1. That the names and addresses of the publisher, editor, managing editor and business manager are: Publisher, Food Trade Publishing Co., 407 S. Dearborn St., Chicago, Ill.

Editor, Paul I. Aldrich, 407 S. Dearborn St., Chicago, Ill.

Managing Editor and Business Manager, Paul I. Aldrich, 407 S. Dearborn St., Chicago, Ill.
2. That the owners are Food Trade Publishing Co., 407 S. Dearborn St., Chicago, Ill.; Estate of J. H. Senner, 15 Park Row, New York, N. Y.; Estate of Julius A. May, 15 Park Row, New York, N. Y.; Estate of Geo. L. McCarthy, 15 Park Row, New York, N. Y.; Hubert Cillis, 15 Park Row, New York, N. Y.; Paul I. Aldrich, 407 S. Dearborn St., Chicago, Ill.

3. That the known bondholders, mortgagees, and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages, or other securities are: There are none.

4. That the two paragraphs next above, giving the names of the owners, stockholders and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company, but also, in cases where the stockholders or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and condition under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

PAUL I. ALDRICH, Vice-President.

Sworn to and subscribed before me this 28th day of September, 1922.

F. E. WAXMAN,

Notary Public.

(My commission expires June 13, 1925.)

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Save it by boiling down in a Swenson Evaporator. The fertilizer recovered will pay for the machinery required during the first year and after that net big profits on every tank discharged.

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THE NATIONAL PROVISIONER

Chicago and New York

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Meat Packers' Trade and
Supply Association

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Capping a Career

Every industry has men it delights to
honor. These are the men to whom the
whole industry is indebted for constructive
work in building up the particular indus-
try, or bringing it safely through some
crisis. In the packing industry, at the re-
cent convention of the Institute of
American Meat Packers, the industry
spontaneously showed its appreciation for
a man to whom it is under great obliga-
tion—Thomas E. Wilson.

The scene at the annual banquet was a
memorable one for Mr. Wilson. It was
also memorable for the younger genera-
tion of packers. For the token of apprecia-
tion shown by the great ovation accorded
Mr. Wilson, who is retiring as president
of the Institute, is in a sense the capping
of a career.

To Mr. Wilson it must bring great sat-
isfaction that during the recent crisis of
the livestock and meat industries his pol-
icy of co-operation brought order out of
chaos. To others in the industry his con-
structive efforts have proved a deep in-
spiration.

Mr. Wilson has done a big public serv-
ice, not only for the packing industry but
for the country. The Institute itself, the
"child of his heart," as he himself gladly
acknowledged it to be, has already done
much, and it is largely due to Mr. Wilson's
efforts that it now has nation-wide recog-
nition and has ahead of it still wider fields
of usefulness through co-operation.

At this time, when the whole packing
industry is uniting in appreciation of Mr.
Wilson's service and the man himself,
THE NATIONAL PROVISIONER adds its
voice, coupled with the wish that Mr.
Wilson will long be able to aid the indus-
try in "translating visions into realities."

Livestock Increase in Europe

There has been much talk during the
past few years of the terrible decline in
European livestock as a result of the rav-
ages of war. It is interesting and impor-
tant therefore to have authentic informa-
tion about the matter.

This information has recently been
gathered by the United States Department
of Agriculture through special representa-
tives, and the reports issued have thrown
a more optimistic light on the situation
of European livestock than most students
had thought was the case. It appears
from these reports that the more impor-
tant countries in Europe have more live-
stock than most of them have been given
credit for. Despite predictions during the
war European herds have been built up
rather rapidly since the great war losses.

This comparatively rapid return to nor-
mal on the part of European livestock is
one that may well repay some study by
meat packers and producers in the United
States. Just what the immediate effect of
this "come-back" will be on the meat in-
dustry of this country is not clear. But
if the increase continues, Europe will be-
come more self-sustaining in the matter
of meat supplies. That in itself is of im-
portance for the meat industry in its in-
ternational aspect.

Helping Packers to Forecast

Discussing the subject, "What's the
Matter with the Packing Business?" a re-
cent contributor suggested more adequate
statistics as a remedy for some of the
troubles that the packer has been experi-
encing lately. This is a problem which
THE NATIONAL PROVISIONER has been
at work on for some time and some inter-
esting progress has been made.

While no one panacea can be said to
exist to ensure the smooth running of
such a complicated industry as the packing
business, intelligent forecasting will go far
towards making planning for the future
more sure. Such looking ahead needs all
the aids possible to enable the mind to
see clearly and to sum up quickly just
what has happened in the matter of price
and what is likely to happen.

In addition to the regular statistical in-
formation showing livestock production,
by-product prices and cold storage stocks
in chart form, THE NATIONAL PROVI-
SIONER has made a special study to show
for the previous year just what took place
in the livestock and product markets. The
first set of charts covers a six-months pe-
riod from October 1, 1921, to March 31,
1922, and devotes one chart to one sub-
ject for the sake of clearness.

The first chart gives the receipts and
prices of hogs, and an interesting feature
is that there are given both the top and
average prices. The second chart is de-
voted to the wholesale price of fresh pork
products at Chicago for the same period.
The products chosen are typical and in-
clude pork loins, green hams, Boston butts
and fresh calas. The third chart deals in
the same way with cured pork products,
including in the chart S. P. hams, bellies,
P. S. lard, and ribs.

The value of this method is that a
packer can, without running the risk of
trusting to his memory, study just what
happened last year and be helped by hav-
ing something to work with in which he
can have confidence. In this way he can
make a forecast regarding what is the
probable course of the market during the
winter of 1922-23.

PRACTICAL POINTS FOR THE TRADE

DRY OR SUMMER SAUSAGE.

This is the fourth of a series of articles on the making of dry sausage—or as it is commonly known, summer sausage. These articles are intended to supplement the information given on this subject in "The Packers' Encyclopedia."

The reader interested in "studying up" on this wonderfully promising field of sausage-making should first read the chapter on the manufacture of sausage in "The Packers' Encyclopedia," and follow it with these articles, which began in the September 23 issue of THE NATIONAL PROVISIONER.

Formulas and operating directions already have been given on this page in response to inquiries for Milano salami, Geneva salami, Sorrento salami, peperoni, Mortadella and Cappicola sausage. Another inquirer asked for directions for making Swedish Mettwurst sausage, which are here given:

Swedish Mettwurst.

This product may be manufactured in accordance with formula and instructions shown on page 159 of "The Packers' Encyclopedia." Or the following formula may be used with equally good results:

60 lbs. boneless chucks, trimmed
30 lbs. frozen reg. pork trimmings or S. P. ham fat
10 lbs. beef tripe, cooked

100 lbs.

Spices:

3 lbs. 10 oz. salt when ham fat is used)
4 lbs. salt (when pork trimmings are used)

4 oz. granulated sugar
2 oz. nitrate of soda or saltpeter
8 oz. ground white pepper.

This formula is shown on a percentage basis, but is always handled on a block basis of 150 lbs. of meats.

Grind the boneless chucks and beef tripe through the 7/64-inch plate of hasher. Weigh meats off in proper proportions and put boneless chucks and beef tripe on rocker block, and rock for about 10 minutes, adding spices. Then add pork trimmings or ham fat, as the case may be, and rock all together for an additional 10 minutes, making a total rocking time of about 20 minutes for 150 lbs. of meat, or a medium fine cut.

Then deliver the meats to the cooler at a temperature of 36° to 40° and spread on shelving pans or boards for 48 hours minimum, or 72 hours maximum time, carefully kneading the meat by hand on the shelving pans to exclude air. At the end of 48 to 72 hours remove the meats from the shelving pans and deliver to mixing machine, and mix for about 3 minutes. Then deliver to stuffing machine.

This product is stuffed in beef rounds, cut 18 inches long. The casings must be carefully inspected to see that they are in good condition and fully cured before using.

Product must be packed into the stuffing machine tightly; do not have too much pressure, to avoid breakage; 80 lbs.

Questions and Comments

Questions on any subject affecting packinghouse operation, sausage-making, curing, by-products, etc., may be submitted to THE NATIONAL PROVISIONER, and they will be answered as fully and speedily as possible. Tell us your troubles!

Comment and criticism on any advice appearing on this page are invited. Perhaps you have a better method to suggest, or you may add something that has been omitted. Address Editor, THE NATIONAL PROVISIONER, Old Colony Building, Chicago, Ill.

pressure is plenty for stuffing this grade of meats. Stuff the casings to full capacity, having the casings as plump as possible when stuffed. Puncture the casings thoroughly to prevent air pockets between the casings and the meat. Then hang on trucks, carefully spreading so that the product does not touch, and deliver to the cooler at a temperature of 36° to 40° for about 24 hours. Then deliver to the smoke house.

After the product is carefully hung start a slow cold smoke, using hardwood sawdust only. Carry the temperature of the house for the first 24 hours at from 70° to 72°, or until a good color is obtained and the entire surface of the casings is thoroughly dry.

Then gradually give the product a little more heat, and finish off at about 90° for a few hours, or until the desired color is obtained. When sufficiently smoked, remove from smoke house and place upon trucks, where the product will not be exposed to draft coming out of smoke. When truck is full, cover with burlap and deliver to dry room.

Hang closely together for the first few hours, so that the product may come down gradually from smoke house to dry room temperature without wrinkling or shriveling. Then carefully spread in hanging sections, so that the product does not touch, and hang burlap around the product in sections in a curtain form to prevent too much air circulation or draft.

The product made on this formula is not intended to be dried, but may be shipped strictly fresh within 24 hours after delivering to the dry room.

TRANSPARENT SOUSE.

The following inquiry comes from a subscriber in eastern Pennsylvania, the home of scrapple and souse and other good things to eat.

Editor The National Provisioner:

Would you kindly let us have a good recipe for transparent souse? Our gelatine looks cloudy and it is otherwise unsatisfactory.

The following is a formula for transparent souse which has been used commercially with success:

Meat formula—

60% pickled pigs feet (front feet)
15% pickled pigs snouts
10% pickled pigs skins
15% pickled pork cheeks, trimmed

100%

Seasoning—

8 oz. ground white pepper
8 lbs. vinegar (90 grain)
30 lbs. meat liquid

To get suitable quality and strength of liquid, cook the pigs' feet and pork skins in a steam-jacketed kettle. On account of difference in cooking time it will be necessary to put the pigs' feet in the steam-jacketed kettle first, and cook about four hours at a temperature of 212° F., and the pig skins for about two hours at the same temperature.

Just cover the meat well with water when you put it in the cooking kettle. Pig snouts and pork cheeks can be cooked in an ordinary cooking vat at a temperature of 212° F., the pig snouts for about two hours and the pork cheeks for one and one-half hours.

It is advisable to put all the meats in cooking nets so that they can be easily removed from the steam-jacketed kettle for cooking vat when cooked.

When the pigs' feet and skins have been cooked for the specified time, remove from steam-jacketed kettle and allow the meat liquid to remain in the kettle, skimming the grease, which will rise during the cooking process, from the top of the liquid. Then turn on steam and boil the meat liquid for from one to one and one-half hours, which will give the liquid a strong consistency.

The steam-jacketed kettle should be elevated from the floor, so that the liquid

(Continued on page 184.)

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PROVISIONS AND LARD

WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces.
pork and beef by the barrel or tierce and hogs by the hundredweight.

Hog Products Easier—Domestic Trade Fair—Export Interest Quiet—Foreign Meats Strong—Lard Weaker—Hog Receipts Fairly Liberal—Sentiment Mixed.

Interest in the market for hog products the past week was again centered in lard, and with cash trade less active, the undertone was somewhat weaker, the October delivery selling off about 1/2c a pound from the recent highs, while the distant months were off slightly more than 1/4c a pound from the highs. The hog movement remained fairly liberal but the run was not excessive. However, hog prices were weaker, evidently feeling the effects of a less active cash demand, and were also based on the continued belief that a heavier run of hogs to market would be witnessed in the near future.

The outward movement of product was on a very liberal scale, but fresh demand from abroad was somewhat more limited, while domestic cash trade was only fair, the congested transportation conditions interrupting somewhat business with the East. Deliveries on October contracts were light, but nevertheless the short interest had been pretty well eliminated and realizing sales not only uncovered poor support but also reached some stop-loss orders adding to the depression. Smaller packers were credited with selling in a moderate way, while the pressure on the distant lard months from commission house quarters was credited in part to leading packing interests. Sentiment as to the future of the market remains quite mixed.

Future Lard on Investment.

With hogs selling above the ruling levels of January lard, there is a disposition to feel that the distant lard months are on an investment basis, particularly as the discount of 2c under October is regarded as too great. It is known that the hog supplies in the country are somewhat larger than last year, but at the same time stocks of all products are decidedly light comparatively, and there is no question but what both domestic and foreign needs will be important for some time to come. The foreign buyers have been hesitating, partly due to the unsettled Turkish situation, but with evidence of a peaceful settlement there now, lead-

ing Eastern interests are inclined to look for a renewal of the foreign demand within a comparatively short time.

The following table on stocks at the leading western packing points, Chicago, Milwaukee, Kansas City, St. Joseph, St. Louis and South Omaha, make interesting comparisons:

	Oct. 1, 1922.	Sept. 1, 1922.	Oct. 1, 1921.
Mess pork, bbls....	701	1,329	496
Other pork, bbls....	30,647	33,247	29,551
P. S. lard, lbs....	38,289,256	72,720,691	32,847,472
Other lard, lbs....	9,614,502	10,500,524	11,723,689
S. P. hams, lbs....	54,774,852	66,371,076	35,986,341
S. P. sk'd hams, lbs.	38,363,164	41,474,412	28,902,801
S. P. picnics, lbs....	19,206,117	23,259,001	13,668,532
S. P. bellies, lbs....	22,211,631	29,483,422	21,912,097
S. P. shoulders, lbs.	480,416	738,584	425,087
D. S. shoulders, lbs.	1,636,485	1,856,473	1,304,532
Sh. rib sides, lbs....	1,535,227	2,319,582	7,902,321
Ex. sh. rib sides, lbs.	696,857	1,141,669	781,063
Sh. clear sides, lbs.	1,379,825	2,317,298	2,837,545
Ex. sh. cl. sides, lbs.	2,009,138	2,843,281	2,022,200
D. S. bellies, lbs....	37,583,193	56,328,436	49,514,732
Sh. fat backs, lbs....	8,029,534	7,947,876	5,446,081
Other meats, lbs....	19,810,163	24,368,103	21,226,898
Total meats, lbs....	207,817,902	260,469,123	191,941,020

The Government corn crop estimate of 2,853,000,000 bu. while some 48,000,000 to 80,000,000 bu. over the private estimates, was nevertheless somewhat smaller than the last crop, which totaled 3,080,000,000 bu. In this connection it is interesting to note that much smaller farm reserves of corn than a year ago are expected to be reported in November, and all told there is a disposition to anticipate corn supplies in all quarters some 10 per cent under those available last year.

Advancing Corn Prices.

Under this influence corn prices have been advancing and trade leaders are looking for much higher levels during the season. This situation is naturally going to cut some figure in the livestock prices, and while corn at present continues on an exceedingly profitable feeding basis, calculation for the future should, it would appear, be based upon rising costs of feedstuffs. Should corn advance to the level where it would be more profitable for the farmer to market his corn as grain, rather than have it walk off the farm, a decrease in hog supplies the following season would be more than likely.

The average weight of hogs received at Chicago last week was 244 lbs., against 251 lbs. the previous week, 246 lbs. the same week last year, and 241 lbs. two

years ago. The average price of hogs at Chicago was slightly above 9c compared with about 8c a year ago, as the following table shows:

	Hogs.	Cattle.	Sheep.	Lambs.
Last week	\$ 8.95	\$10.55	\$ 6.20	\$13.80
Previous week	9.25	10.55	5.05	14.30
Cor. week, 1921.....	7.05	8.25	4.65	8.60
Cor. week, 1920.....	14.95	14.90	6.45	12.75
Cor. week, 1919.....	15.00	16.10	8.15	15.35
Cor. week, 1918.....	18.20	14.25	10.50	15.10
Cor. week, 1917.....	18.30	11.80	12.00	17.90
Cor. week, 1916.....	9.75	9.80	7.55	9.95
Cor. week, 1915.....	8.50	8.85	6.40	8.70
Cor. week, 1914.....	7.65	9.00	5.30	7.65
Cor. week, 1913.....	8.30	8.25	4.55	6.86
Cor. week, 1912.....	9.63	7.95	4.20	6.95
Cor. week, 1911.....	6.52	7.05	3.50	5.50

Av. 1911 to 1921...\$11.25 \$10.55 \$ 6.55 \$10.50

PORK—The eastern market was quiet but very strong, partly due to the transportation situation, with mess at New York up to \$29@29.50, family \$28@29, and short clears \$22.50@28.50. At Chicago mess pork was quoted at \$25.

LARD—Demand was limited, and the market somewhat weaker. Prime western was quoted at 12@12.10c; middle western, 11.90@12c; New York City, 11 1/2c nominal; refined to the continent, 13.10c; South American, 13.35c, and Brazil kegs, 14.35c. At New York compound was held at 11 1/4c in car lots. At Chicago regular lard in round lots was quoted at Oct. price, loose lard sold at Oct. price, and leaf lard 11 1/4@11 1/2c.

BEEF—A quiet but steady market was the rule with mess at New York, \$11.50@12.50; packet, \$12@13; family, \$14@15, and extra India mess, \$23@24.

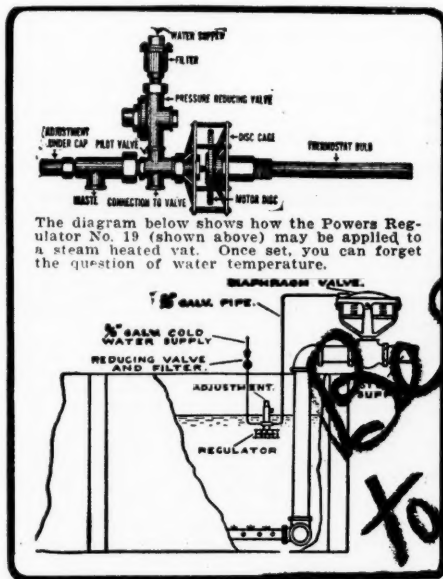
SEE PAGE 191 FOR LATER MARKETS.

BRITISH PROVISION MARKET.

(Special Report to The National Provisioner.)

Liverpool, England, Sept. 30, 1922.

The market this week has developed strength especially on backs and clear bellies, these cuts receiving most inquiry. Cumberlands have also met with a very fair demand, although prices have not improved. Wiltshires, owing to the weakness of Irish and Danish, have suffered in consequence, Canadian only meeting a small demand and American being almost neglected altogether. Shoulders are in small request, but picnics have improved



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considerably with every prospect of a further improvement. Hams have also shown a little strength with a better inquiry.

With the cessation of the postal strike in Ireland the mails that have been held over are now being delivered, and importers and wholesalers here are receiving the benefit of orders long deferred. This is resulting in an improvement in Irish cuts, such as long clears and s. c. backs, and as light weight backs are scarce, light bellies are thereby receiving more attention with the Irish trade.

Lard has advanced considerably during the week in line with Chicago and also the demand has been quite good, prospects being that when stocks are declared on Monday that there will be a good reduction in lard and meats and probably in hams, which will have the effect of making our market stronger.

PRESENT HOG PRICES CONTINUE.

Packer and Producer Work Out Co-operation Program.

(Special Letter to The National Provisioner from Charles Sincere & Co.)

Chicago, Oct. 11, 1922.

While the hog market has been strong in spots this week, the undertone of the market seems rather weak and we anticipate that there will be little likelihood of much of an advance from now on. The market will probably continue around present prices with a lower tendency until hog receipts become heavier. Light hogs from Wisconsin are beginning to come rather freely and there will be no occasion for such a premium that has been paid recently for light hogs. It will not be long now before we will be getting more food weights in the new crop.

The general feeling at the present time seems to be that an average drove of hogs will not sell this winter on Chicago market much below 6½¢, if that low. Of course, this is a matter which will be governed more or less by conditions.

There may be a time during the very heavy receipts when supply will overtake the killing capacity of the packer to kill the hogs, and anybody guessing a lower average than 6½¢ might be right for the moment, but we do not think there will be any time this winter when hogs will remain on that basis for any length of time. Cattle and sheep are too high to anticipate any very low prices for hogs. Cattle will no doubt sell lower, but as far as supply is concerned in sheep, there is a pronounced scarcity and low priced sheep cannot be expected this winter.

Co-operation in Meat Trade.

Packers at their convention now being held are advocating a more harmonious understanding between the producer of livestock and the packer and have encouraged the appointment of committees of experts who will iron out difficulties which have now and then been a detriment to both packer and farmer. The impression seems to grow that the farmer will be encouraged to produce livestock on a better basis of remuneration than has often prevailed in the markets.

This is to the interest of both packer and farmer and public in general. For when the farmer is prosperous the country is usually prosperous; but the great stumbling block in the meat trade at present is the difference between the wholesale price and the retail price. This is a subject that should be given as much attention as the subject of paying the farmer a fair price for his livestock.

The future provision market in lard is struggling under difficulties of a weak hog market. Nevertheless we think January lard will sell at \$10.00 a hundred and October lard will sell at \$12.00 a hundred. This is the time when these things should be anticipated. It is very seldom that Thanksgiving time does not find us with a strong lard market.

TRANSPARENT SOUSE.

(Continued from page 182.)

may be drawn into a clean receptacle. Place three or four thicknesses of cheese-cloth over the valve, so as to strain the liquid coming from the steam-jacketed kettle into the receptacle.

To obtain a transparent color it is well to strain through cheese cloth two or three times before using.

The pigs' feet must be well cooked so as to be able to remove meat from the bones without waste. When this is done the boneless meat may be chopped by hand, together with snouts and cheek meat, or it may be machine-ground through a 1-inch plate of hasher. The 1-inch plates are not carried in stock, but can be made on request by the supply house.

The skins are ground through a ½-inch plate of hasher.

Then put all ground meats in the truck, adding pepper, vinegar and meat liquid, and mix thoroughly in the truck with clean meat shovels. When thoroughly mixed, run the truck of mixture into a cooler at a temperature of from 36° to 40° F. and allow the mixture to remain in the truck for about one and one-half hours. During this period grease will rise to the top of the mixture, and it is a good practice to skim the grease from the top of the mixture about three times during the one and one-half hour period that the mixture remains in the truck.

Then fill in pans or crocks, as desired, and allow to remain in cooler for about twenty-four hours to thoroughly chill. After the product is thoroughly chilled, remove from pans or crocks.

An Attractive Suggestion.

If filled in tins, you may have a monogram on the bottom of the tin which will show the firm name when the product is removed from the tin, and it is customary to wrap in printed parchment paper. You can place about three slices of lemon on the bottom of the tin, one piece in each end and center, which will appear with the monogram on top of meat when removed from tins. This makes the product look more attractive on the display counter in the meat market.

There are various formulas for souse, and in some territories the onion flavor is desirable. If this is the case, add 1 lb. of peeled onions to each 100 lbs. of meat.

When Gelatin Is Used.

In warm weather the meat liquid has a tendency to melt, and it is advisable to substitute for it the best quality of edible gelatin, using one part gelatin to six parts hot water for the mixture. Many concerns use he edible gelatin in hot weather exclusively, and during the winter months use 50 per cent gelatin and 50 per cent meat liquid. When making the edible gelatin, use the right proportions; and after it is thoroughly mixed with the hot water, strain through cheese cloth to get the desired transparency. Be sure to buy the best grade of pulverized or powdered gelatin.

Suggestion of the Committee.

The Committee on Packinghouse Practice answers this inquiry as follows:

"There is hardly any information given in this inquiry showing what this member has been using in the past, but we presume that he has experimented with several kinds of jelly of his own manufacture.

"If the inquirer has not already tried jelly made from pickled pig skins, we would suggest that he do so. This jelly, however, must be well settled before using. If this does not lead to better results, we would suggest that he purchase granulated edible gelatin."

HOG WEIGHT COMPARISONS.

Average hog weight comparisons at

	Sept. 1922, lbs.	Sept. 1921, lbs.
Chicago	241	237
Kansas City	192	201
Omaha	285	287
Sioux City	290	284
St. Joseph	241	237

CANNED MEAT EXPORTS.

Domestic exports of canned meats, from the United States, by countries for the month of August 1922, with comparisons, are reported by the U. S. Department of Commerce as follows:

Countries.	Ref., lbs.	Pork, lbs.	Mutton, lbs.	Sausage, lbs.	Other canned meats, lbs.
Belgium	2,250			6,875	3,645
France				675	13,713
Germany	4,750		630		129
Gibraltar				3,000	
Netherlands					1,560
England	30,144	197,004	9,676	112	390,157
Scotland	36,000	32,400			70,380
Canada—					
Maritime Prov.	3,500			50	54
Quebec and Ont.	4,995	275		3,417	2,186
Prairie Prov.				771	725
Br. Col. & Yuk.	2,325			50	9,008
Brit. Honduras	1,642			1,659	1,405
Costa Rica	942				144
Guatemala	450			233	690
Honduras	5,189	117		3,241	5,382
Nicaragua	5,505	88			1,079
Panama	5,497	200		2,507	4,182
Salvador		21		90	
Mexico	7,352	1,448		5,637	8,709
Newfoundland and Lab.	8,101	600		438	2,400
Bermuda	14,654	174		798	2,771
Barbados				73	114
Jamaica	2,996			1,679	1,809
Trin. and Tobago	471			1,306	1,435
Other Br. W. Ind.	5,954	174		623	1,893
Cuba	53,856	3,085		96,319	3,071
Dominican Rep.	1,968			1,314	1,090
Dutch W. Ind.	10,517			819	3,092
Haiti	60			207	29
Virgin Is. of U.S.	119	400		350	1,047
Argentina					1,200
Bolivia					88
Colombia	72			195	1,579
Ecuador					120
Brit. Guiana	3,635				
Dutch Guiana	120				
French Guiana	369			90	
Peru		144			184
Venezuela	5,203	1,573		413	2,123
British India	362		36	344	1,134
Ceylon	48				
Straits Settlements	72				180
China	287			1,606	2,125
Java and Madura	2,700			12	4,750
Oth. Dutch E. Ind.	1,800			145	1,273
Far East. Rep.					48
Hongkong	607			1,905	1,836
Japan	19,053	54		2,278	1,903
Palestine and Syria	48				8,337
Philippine Isl.	9,270	900		6,134	2,665
Russia in Asia	96				
Siam	47				294
Australia					7,213
British Oceania				96	
French Oceania	100				55
New Zealand					72
Other Oceania				36	36
Brit. W. Africa	358			136	2,067
Brit. So. Africa	911			1,181	1,290
Other Fr. Africa					67
Morocco				550	
Spanish Africa				4,500	

Total quantity... 258,006 228,513 10,440 152,385 580,878
Total value... \$88,640 \$84,763 \$1,084 \$50,000 \$243,134

EXPORTS OF PROVISIONS.

Exports of provisions from the Atlantic and Gulf ports for the week ending October, 1922, with comparisons:

	Week ended Oct. 7, 1922.	Week ended Oct. 8, 1921.	From Nov. 1, 1921, to Oct. 7, 1922.
United Kingdom	184		5,953
Continent	290		17,820
So. and Cent. Amer.			1,427
West Indies			10,668
B. N. A. Colonies			720
Other countries			1,590
Total	474		38,189

BACON AND HAMS, LBS.

United Kingdom	5,420,500	2,587,500	371,228,600
Continent	3,463,000	4,232,500	114,683,200
So. and Cent. Amer.			1,238,471
West Indies		123,000	9,620,393
B. N. A. Colonies			191,500
Other countries			1,236,903
Total	8,883,500	6,943,000	498,799,067

LARD, LBS.

United Kingdom	4,607,931	1,836,100	238,822,873
Continent	9,925,861	16,641,617	310,289,108
So. and Cent. Amer.			2,157,070
West Indies			16,264,009
B. N. A. Colonies			174,000
Other countries			906,000
Total	13,933,792	18,477,717	568,613,212

RECAPITULATION OF THE WEEK'S EXPORTS.

From—	Pork, lbs.	Bacon and hams, lbs.	Lard, lbs.
New York	474	3,968,500	11,872,792
Boston			150,000
Philadelphia			56,000
Baltimore			431,000
Montreal		5,217,000	1,424,000

Total, week	474	8,883,500	13,933,792
Previous week	840	12,582,100	10,600,433
Two weeks ago	3,847	3,688,500	18,828,057
Cor. week, 1921		6,943,000	18,477,717

Comparative summary of aggregate exports, in lbs., from Nov. 1, 1921, to Oct. 7, 1922:

Pork	7,637,800	9,092,000	1,454,200
Bacon and hams	498,199,067	580,389,787	82,190,720

TALLOW, STEARINE, GREASE AND SOAP

WEEKLY REVIEW

TALLOW.—A fairly good demand for tallow was again reported locally as well as in the West, with soap-makers absorbing in a fair way, and some export inquiry reported in the market. As a whole, the undertone was stronger, while on the other side, the market was slightly easier. Offerings were rather firmly held, but nevertheless, consumers were slow in following upturns, and as a result prices showed very little change compared with the ruling levels of late last week.

At the London auction on October 11, offers were made of 2,168 casks, of which 1,174 casks were sold at prices unchanged to three pence lower than the previous week. At Liverpool Australian tallow was quiet and unchanged, with choice at 39s 9d, and good mixed at 37s 3d. At New York prime city was 5½c nominal; special loose, 6½c nominal; extra at 7c, and edible 8c nominal. At Chicago packers' No. 1 was 6½c; packers' prime, 7¼c; and edible 7½c.

OLEO STEARINE.—A better demand was in evidence and the market was somewhat stronger, with sales of oleo at New York at 9½c, an advance of ¼c from the previous sales, and an upturn of ½c per lb. from the recent low levels. Demand was scattered and understood to have been partly from compound interests. Offerings were lighter on the advance. At New York oleo was quoted at 9½c and lard stearine at 13½c nominal, while at Chicago oleo was 9@9¼c, and lard stearine, 14@14¼c.

OLEO OIL.—The market was dull and steady with an extra at New York 10½c nominal; medium, 10c, and low grades, 9c. At Chicago extra was 10½c.

SEE PAGE 191 FOR LATER MARKETS.

LARD OIL.—Demand was reported as quiet, and the market barely steady, owing to the weaker feeling in pure lard. At New York edible was quoted at \$1.10 per gallon; extra winter at 90c; extra at 84c; extra No. 1 at 78c; No. 1 at 75c, and No. 2 at 71c.

NEATSFOOT OIL.—Demand was somewhat better, particularly for the higher grades, and the undertone was firm. At New York pure was quoted at 97@99c; extra at 80@82c; No. 1 at 75@77c, and cold pressed at \$1.38@1.50.

GREASE.—The market for grease has ruled very firm, partly due to the strength west, and owing to light offerings and a persistent consuming demand. At New York yellow and choice house were 5½c; brown at 5½c; and white at 8@8¼c. At Chicago brown and house were 5½c; yellow, 6@6¼c, and white 7¼c.

CANADIAN HOG MARKETS.

Sales of hogs at chief Canadian centers for the week ending Oct. 5, 1922, are reported as follows by the Markets Intelligence Division of the Dominion Department of Agriculture with top prices for selects, as compared to a week and a year ago:

	Sales		Top price selects	
	Week ending Oct. 5, 1921.	Week ending Sept. 28, 1922.	Week ending Oct. 5, 1921.	Week ending Sept. 28, 1922.
Toronto (U. S. Y.)	5,287	6,731	4.62	\$12.00 \$ 9.75
Montreal (Pt. St. Chs.)	2,909	2,193	1.53	12.25 10.00
Montreal (E. End)	1,562	1,209	1.20	12.25 10.00
Winnipeg	1,153	880	1.25	10.75 12.50
Calgary	883	305	728	9.50 11.25
Edmonton	1,182	384	1,285	10.25 10.50
Prince Albert				
Moose Jaw				
Tot. hogs	12,976	11,711	10,494	

GREEN AND SWEET PICKLED MEATS.

(Special Letter to The National Provisioner from the Davidson Commission Co.)

Chicago, October 11.—Quotations on green and sweet pickled meats f. o. b. Chicago, loose, are as follows:

Regular Hams—Green, 8-10 lbs. avg., 16c; 10-12 lbs. avg., 15½c; 12-14 lbs. avg., 15½c; 14-16 lbs. avg., 15½c; 16-18 lbs. avg., 15c; 18-20 lbs. avg., 15c. Sweet pickled, 8-10 lbs. avg., 16½c; 10-12 lbs. avg., 16½c; 12-14 lbs. avg., 16½c; 14-16 lbs. avg., 16c; 16-18 lbs. avg., 16½c; 18-20 lbs. avg., 16½c.

Skinned Hams—14-16 lbs. avg., 18c; 16-18 lbs. avg., 17½c; 18-20 lbs. avg., 17½c; 20-22 lbs. avg., 16c; 22-24 lbs. avg., 16c. Sweet pickled, 14-16 lbs. avg., 18½c; 16-18 lbs. avg., 18½c; 18-20 lbs. avg., 18c; 20-22 lbs. avg., 16½c; 22-24 lbs. avg., 16½c.

Picnic Hams—4-6 lbs. avg., 12½c; 6-8 lbs. avg., 11½c; 8-10 lbs. avg., 10½c; 10-12 lbs. avg., 9c.

Clear Bellies—6-8 lbs. avg., 24c; 8-10 lbs. avg., 23c; 10-12 lbs. avg., 20c; 12-14 lbs. avg., 19c; 14-16 lbs. avg., 18c. Sweet pickled, 6-8 lbs. avg., 24c; 8-10 lbs. avg., 23c; 10-12 lbs. avg., 20c; 12-14 lbs. avg., 19c; 14-16 lbs. avg., 18c.

PORK CUTS AT NEW YORK.

(Special Report to The National Provisioner from H. C. Zaun.)

New York, October 11, 1922.—Wholesale prices on green and sweet pickled pork cuts: Pork loins, 30@32c; green hams,

8-10 lbs., 18c; 10-12 lbs., 17½c; 12-14 lbs., 17c; green clear bellies, 8-10 lbs., 20c; 10-12 lbs., 19c; 12-14 lbs., 18c; green rib bellies, 10-12 lbs., 18½c; 12-14 lbs., 18c; sweet pickled clear bellies, 6-8 lbs., 22c; 8-10 lbs., 22c; 10-12 lbs., 20c; 12-14 lbs., 19c; sweet pickled rib bellies, 10-12 lbs., 19c; 12-14 lbs., 19c; sweet pickled hams, 8-10 lbs., 18c; 10-12 lbs., 18c; 12-14 lbs., 17c; dressed hogs, 16½c; city steam lard, 11½c; compound, 11-11½c.

Western prices: Pork loins, 8-10 lbs., 25@26c; 10-12 lbs., 24c; 12-14 lbs., 23c; 14-16 lbs., 22c; skinned shoulders, 17c; boneless butts, 23c; Boston butts, 19@20c; lean trimmings, 15c; regular trimmings, 12c; spareribs, 14@15c; neck ribs, 7c; kidneys, 6c; livers, 3c; pig tongues, 16c; pig tails, 12c.

NEW YORK LARD EXPORTS.

Exports of lard and greases from New York from October 1 to October 11, 1922, according to unofficial reports, were as follows: Lard, 14,702,767 lbs.; tallow, 144,000 lbs.; greases, 1,372,400 lbs., and stearine, none.

WANTED: A PORK PACKING EXPERT.

Packers who are seeking to strengthen their operating departments will find this a splendid time to do so. Not in years have so many high-class men been available, and at reasonable terms. Try a "Want" ad. in THE NATIONAL PROVISIONER and see what quick results you get.

Packinghouse By-Products Markets

Blood.

Chicago, October 12, 1922.

The market in blood is steady at the same prices as last week which was \$4.50 for ground. The outlook is good.

	Unit ammonia.
Ground	\$4.35@4.50
Crushed and unground	4.10@4.25

Digester Hog Tankage Materials.

There has been some trading in futures until the end of the first three or four months of next year on the basis of today's markets. If anything the market was a little slower than last week.

	Unit ammonia.
Ground, 11½ to 12% ammonia	\$4.60@4.75
Unground, 10 to 11% ammonia	4.40@4.60
Unground, 7 to 9% ammonia	4.15@4.30

Fertilizer Tankage Materials.

As has been stated recently this is a between season time and fertilizer materials are a little easier. A number of manufacturers think a larger supply of hogs will come on later and there will be plenty of material causing a break in the market which is considered a bit high. For that reason a reaction is looked for.

	Unit ammonia.
High grade, ground, 10-11% ammonia	\$3.85@4.00
Lower grade, ground, 6-9% ammonia	3.40@3.75
High grade, unground	3.50@3.65
Medium grade, unground	3.25@3.40
Low grade and country rend., unground	2.85@3.15
Hoof meal	3.35@3.50
Liquid stick	2.75@3.00
Hair tankage, dry, unground	2.75@3.00

Bone Meals.

This market is very weak, the slump has continued and the level is about where it was last week. There is a lack of interest on the part of manufacturers.

	Per ton.
Raw bone meal	\$36.00@38.00
Steamed, ground	24.00@26.00
Steamed, unground	18.00@20.00
Grinding hooft, pigs' toes, dry	35.00@37.00

Cracklings.

These are very strong with few offerings and a scarce supply.

Per ton.

Pork, according to grease and quality. \$75.00@80.00
Beef, according to grease and quality. 60.00@70.00

Glue and Gelatin Stock.

Little activity has been seen in glue and gelatin stock except in jaws, skulls and knuckles, which have topped at \$37 and which are scarce.

	Per ton.
Calf stock	\$28.00@30.00
Edible pig skin strips	75.00@80.00
Rejected manufacturing bones	45.00@55.00
Horn pits	38.00@40.00
Cattle jaws, skulls and knuckles	35.00@37.00
Junk and hotel kitchen bones	24.00@26.00
Hog, calf and sheep bones	28.00@32.00
Sinews, pizzels and hide trimmings	19.00@21.00

Mfg. Bones, Horns and Hoofs.

The market continues steady and there is nothing new to record. Prices are as quoted last week as follows:

	Per ton.
No. 1 horns	\$235.00@255.00
No. 2 horns	175.00@225.00
No. 3 horns	100.00@150.00
Culls	35.00@40.00
Hoofs, black and striped	45.00@50.00
Hoofs, white	70.00@80.00
Round shin bones, unassorted, heavies	60.00@65.00
Round shin bones, unassorted, lights	50.00@55.00
Flat shin bones, unassorted, heavies	55.00@60.00
Flat shin bones, unassorted, lights	45.00@50.00
Thigh bones, unassorted, heavies	60.00@65.00
Thigh bones, unassorted, lights	45.00@50.00

Hog Hair.

Demand for hog hair has been more or less active this week. Winter coil dried has been quoted at 3c for production points and 5c for processed, and in general the market is strong. Packers are producing more on the basis of the present market.

Pig Skin Strips.

The market during the past week has been largely a nominal one. It is, however, stronger. No. 1 tanner stock priced this week at 6c per lb., with No. 2's and 3's going for gelatin purposes, if government inspected and frozen, at around 4¼c @4½c lb.

PRODUCERS AND FOOD CONTROL OFFICIALS

Square Deal Is Expected by Margarin Manufacturers

By J. S. Abbott, Secretary, Institute of Margarin Manufacturers, Washington, D. C.

(Continued from last issue.)

Trouble in Marketing Margarin.

The margarin industry is on record in favor of a retail package, and no other, sealed with a revenue stamp so that this difficulty of marketing can be obviated. But we have been unable to get a committee of Congress to give us even a hearing for such relief.

For many years the Federal Government required retail dealers in oleomargarine to put the word oleomargarine, the net weight and the name and address of the retail dealer on the paper bag or on the sheet of wrapping paper used by the dealer for wrapping oleomargarine for the customer. This was so even in cases of prints of margarin in cartons, which cartons the Bureau of Internal Revenue now requires and always has required to bear a statement of the net weight and the word oleomargarine.

Such a duplication of statements was clearly an unnecessary and troublesome expense. It cost the margarin industry \$50,000 or \$60,000 per annum, and did not help anybody but the rubber stamp manufacturers. Three States still have the requirement, but it has been abolished by the Federal Government.

State Laws Conflicting.

The State of Iowa says we must label oleomargarine with the words, "A substitute for butter." Minnesota next door has made such a label unlawful in its confines. You can imagine how difficult or annoying it is to a wholesale dealer in oleomargarine in Keokuk to comply with the laws of both States. If by chance a careless shipping clerk ships the wrong package into one of these States, a dealer is prosecuted and convicted and branded as a bad citizen and every dairy journal in the land features the case as an indication of what a bad set we are.

The oleomargarine industry is even prohibited by the laws of some States from telling what oleomargarine is. Notwithstanding the fact that there is not a pound of oleomargarine advertised in this country but what milk, or skimmed milk, or butter or two of these foodstuffs, as well as wholesome edible fats and oils are used in its manufacture, some States make it unlawful to advertise this fact.

We have actually been prosecuted for using the word "churned" in advertising our product, notwithstanding the fact that we put ripened milk and fats and oils in a sure enough cow churn and turn the churn until the mixture is what is called oleomargarine.

The laws do not provide that we shall not use such terms in a way that is false or misleading. That would be a perfectly proper provision. They provide that we shall not use them in any manner. One of the States that has such a law has another law requiring us to name the ingredients on the label of oleomargarine. If we comply with one of these laws we

violate the other and are advertised as crooks.

Too Much Labeling Required.

If everything were put on a package of oleomargarine that is required by the various States and by the Federal Government, you could not tell it from a Chinese rebus. It is impossible for any margarin manufacturer doing business in every State in the Union to use a standard container.

But what is the answer and what have food control officials to do with these conditions? On the theory as set forth in the first part of this paper that officials are able, honest and impartial, that they do not represent any class or creed or sect, that they give every man a square deal, that they do not oppress a legalized industry helping to market agricultural products in a palatable and wholesome form, they should have and do have much to do with such laws and regulations, not only as they affect the oleomargarine industry but as they affect every other food industry in this country.

In many places food officials have actually and properly drafted some good and wholesome bills that have been enacted into law on their recommendations. Their counsel is always desired and earnestly sought by lawmakers, States and Federal, in all matters relating to food control. They and those who have gone before them are responsible for many of these laws and regulations. And they will continue to wield, and very properly so, a powerful influence in this particular field.

Co-operate for Uniform Laws.

The important question to the trade is, "How can these laws and the regulations for their enforcement be made effective and uniform, or at least unconflicting?" In my humble opinion there is but one answer. I have given it and repeated it so often, as an official and as a member of the Third House, that I hesitate to do so again. It is "co-operation between food control officials and the trade."

And I know of but one way for these two groups to begin functioning with the hope of reaching such a goal. You can invite the trade associations of all or of the important food industries of this country to prepare briefs for you on "The Difficulties of Complying with the Food Laws of This Country." Ask them to write such briefs in plain English language, pointing out comprehensively, as I have tried to do very briefly for illustration, the conflicting and useless phases of law and regulations that work an actual, not a theoretical hardship, on industry without any consequent protection whatever to the consumer or to government.

Then appoint appropriate committees of your fellow officials to study such briefs and report back to you their findings with their recommendations. The industries can publish such reports if you cannot and make them a part of the literature on this great problem of Food Control. Information of this nature would appear to be most valuable to you and to your successors in office when your counsel is sought by lawmakers and when you are making up your own administrative regulations.

The plan is not visionary. It is almost the identical way that food control officials and feed manufacturers have co-operated with each other with such success in the regulation of the food for livestock. Such a procedure would undoubtedly bring about some uniformity with a consequent increased efficiency in the regulation of those industries engaged in marketing foodstuffs that are consumed in the United States of America.

Approving Foodstuffs Labels.

While it may be considered out of place to do so in this sort of paper, I want to make one specific recommendation of a policy which I think food control officials should adopt more generally. I refer to the policy of approving labels of foodstuffs. There are the usual pros and cons on this subject. But it would appear to me from my third house experience that the pros are more weighty than the cons. It does not help trade and it does not increase the public confidence in official efficiency for an official to write as follows back to an honest man in trade who has earnestly sought information as to the legality of a certain label in a certain State:

"Your recent letter asking if your label meets the requirements of the law of this State has been received. In reply to the same, I beg to enclose herewith a copy of the law." If the law sent back were the only law and if it were so stated, it would not be so bad. But it frequently happens that it is not the only law governing the product in question. And some bulletins of laws are so printed that one cannot tell a section of the law from a section of the regulations for its administration.

Ask Fair Deal from Official.

I cannot close this paper with a more just or philosophic paragraph than that of Dr. C. L. Alsberg, sometime Chief of the Bureau of Chemistry, U. S. Department of Agriculture, as follows:

"The most important thing the food producer expects from the food control official is a fair deal, that is to say, that all should be treated alike. This means more than merely that the food control official must be honest. It means that he must be vigilant so as not to be made a catspaw by one side of a trade controversy. He should, therefore, never make a decision favored by one group of the trade until after he has had an opportunity of getting the judgment on the proposed decision from all the other interested groups. It follows, therefore, that he should make no sudden decisions.

It is important for him to give everyone an opportunity to be heard. Once he has decided what the proper decision is under any given set of circumstances, he should make the decision known in such a way that all branches of the industry receive it simultaneously and that no one through premature knowledge has an advantage.

At the same time he should arrange that decisions go into effect after due warning and in a manner which will cause no economic waste. This matter of economic waste he should always have in mind. Economic waste is always expensive to the consumer.

In making a decision that changes an old-established practice, he should consider not merely the absolute abstract justice of the proposed change but also its economic effect. Some times the economic effect of a decision may be so expensive for the consumer that it is an open question whether or not it would not be to the public interest to forego a given more or less technical reform."

SOUTHERN MARKETS.

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Oct. 12, 1922.—Prime crude cottonseed oil 6½ cents bid, 7 cents asked, with freer movement expected soon. Immediate bleachable is steady at 8¼ cents New Orleans. Meal 7 per cent \$35.00; 8 per cent \$38.00. Loose hulls \$9.00; sacked \$11.50 all f. o. b. mills.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Oct. 12, 1922.—Very heavy sales of crude cottonseed oil during past week was at 7¼ cents and some sales were as high as 7½ cents. The market is a shade easier, with offerings at 7¼c. Forty-three per cent protein meal sold here today at \$40.00 and loose hulls at \$9.00.

*Address delivered before the Convention of the Association of American Dairy, Food and Drug Officials, Kansas City, October 4, 1922.

VEGETABLE OILS

WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association.

Trade Active—New Highs Followed by Reactions — Sentiment Divided — Crude Offerings Larger—Cash Oil Strong and Scarce—Profit Taking a Feature.

Operations in cottonseed oil on the New York Produce Exchange were on a very liberal scale, and prices, after making new highs for the movement, ran into profit taking, bringing about a fair-sized reaction. Sentiment was quite divided, and a broad, mixed commission house trade witnessed. Outside interest was unquestionably on a larger scale, and while the weakness in the lard market tended to check the oil advance, conditions in the latter commodity are such that outside influences are apt to have only momentary effect, as most of the trade leaders see it.

The feature of the market this week was the increase in crude oil offerings and crude prices, after advancing to $7\frac{1}{2}$ c in all sections, brought about freer offerings and a setback to $7\frac{1}{4}$ c in the southeast, with sales down to seven cents in Texas. On the decline offerings were less active, but nevertheless, this had an unsettling effect upon the future market, although cash oil continued scarce in all sections.

and strong, with premiums maintained, winter oil selling as high as $11\frac{1}{4}$ c, New York. Compound trade was reported fair, and compound quoted at $11\frac{1}{4}$ c in car-lots by all the leading makers, although the competitive basis of compound and pure lard was less favorable, prime western lard being quoted at around 12.10c, middle western slightly under twelve cents, and New York City $11\frac{1}{4}$ c.

Refiners' brokers were on both sides of the market, while southern speculative interest was more in evidence, and the pit professionals continued to operate on both sides. At the close of last week there was active buying of futures, largely credited to a Cincinnati factor, while it was said that western packers had been the principal buyers of crude oil around the $7\frac{1}{2}$ c level.

Slow to Press Future Decline.

In the main, the underlying conditions did not show any particular change. The disparity between crude and futures, compound and crude, and seed and crude continues, and with this in mind, there was a disposition to go slow in pressing declines in the futures market. Seed was reported as holding strong in the south,

and persistent claims were made that the coming Government Report would materially strengthen the statistical position.

Switching between the various months was on an active scale, but everything told, there did not appear to be any loosening in the tightness in the October delivery, which went up while the distant futures reacted. First October deliveries, amounting to 1,300 bbls., made their appearance on Wednesday, shaking out a little speculative long held oil, and more deliveries are anticipated, but no matter what quantity is delivered, it is expected to be readily stopped, owing to the premiums prevailing for the cash article.

While October oil ruled slightly above nine cents, bids were frequently heard of ten cents for spot oil, and there was a rather confident feeling that the October shorts would be forced, to some extent, to buy back their contracts. Operations in October were on a little larger scale, some of the oil being taken back by shorts, while at the same time claims were made that there had been fresh buying of the October delivery by interests who wanted the oil contract.

A Two-Sided Market.

With the situation that exists in October, many thought that the tendency would be to check the selling in the deferred positions, and there is confident belief that what has been witnessed in September and October will be witnessed in November.

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IN
PRINCIPAL EASTERN CITIES



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We welcome any opportunity to demonstrate to you its many advantages and our Technical Department is at your service to advise or co-operate. **WRITE FOR FULL PARTICULARS.**

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ber, when that month rolls around, as with cash oil supplies limited, it would be more profitable for those short November to take back their contracts, rather than lose the oil by delivering it on contracts.

To say the least the situation is complicated enough to make for a two-sided market, where the technical position of the ring is going to play a big part. October shorts have been credited with having sold the distant months in an effort to shake out October oil, which, if true, has not proven very successful, while some of the refiners were credited with having sold the deferred months, with the idea of holding the market in check, and possibly bringing about some loosening up of crude oil in the south.

Thursday, October 5, 1922.

	Range			Closing	
	Sales.	High.	Low.	Bid.	Asked.
Spot				a	
Oct.	500	880	861	874	a 880
Nov.	1100	817	808	817	a 818
Dec.	3200	814	808	814	a 815
Jan.	2200	818	808	815	a 818
Feb.				817	a 822
Mch.	1700	835	827	833	a 834
Apr.				835	a 845
May	1800	850	845	850	a 852
Total sales, including switches, 13,500					
Prime Crude S. E. 700 bid.					

Friday, October 6, 1922.

	Range			Closing	
	Sales.	High.	Low.	Bid.	Asked.
Spot				a	
Oct.	1300	900	890	885	a 905
Nov.	2200	835	821	832	a 833
Dec.	2200	832	824	827	a 828
Jan.	5500	833	825	828	a 830
Feb.	400	832	825	830	a 832
Mch.	6800	848	843	844	a 846

J. G. Gash & Co., Inc.

25 Beaver Street
NEW YORK

Cable address: Joegash

**Fats, Oils, Greases
Cotton Seed Products**

**Cotton Oil Options on the New
York Produce Exchange**

Apr.	846	a	857
May	1900	867	855 860 a 865
Total sales, including switches, 22,900			
Prime Crude S. E. 700—725.			

Saturday, October 7, 1922.

	Range			Closing	
	Sales.	High.	Low.	Bid.	Asked.
Spot				900	a
Oct.	200	910	906	895	a 900
Nov.	4300	860	840	856	a 857
Dec.	4700	855	844	852	a 854
Jan.	5000	859	850	855	a 856
Feb.	100	859	859	859	a 860
Mch.	10100	878	865	875	a 876
Apr.				875	a 890
May	4700	894	890	890	a 891
Total sales, including switches, 29,100					
Prime Crude S. E. 700 bid.					

Monday, October 9, 1922.

	Range			Closing	
	Sales.	High.	Low.	Bid.	Asked.
Spot				920	a
Oct.	2000	906	900	905	a 906
Nov.	2500	874	865	866	a 869
Dec.	3800	867	860	860	a 865
Jan.	4600	869	862	865	a 866
Feb.	100	865	865	867	a 869
Mch.	9500	886	880	881	a 882
Apr.				881	a 890
May	300	900	896	897	a 899
Total sales, including switches, 25,200					
Prime Crude, S. E. 750 bid.					

Tuesday, October 10, 1922.

	Range			Closing	
	Sales.	High.	Low.	Bid.	Asked.
Spot				900	a
Oct.	2100	905	905	906	a 907
Nov.	1700	865	852	852	a 855
Dec.	1100	858	850	850	a 853
Jan.	1200	860	850	852	a 854
Feb.				853	a 857
Mch.	7700	875	865	865	a 866
Apr.	300	880	878	870	a 876
May	5700	890	884	882	a 885
Total sales, including switches, 19,800					
Prime Crude S. E. 750 asked.					

Wednesday, October 11, 1922.

	Range			Closing	
	Sales.	High.	Low.	Bid.	Asked.
Spot				900	a
Oct.	3500	915	895	914	a 920
Nov.	3400	847	835	846	a 848
Dec.	7600	840	830	840	a 841
Jan.	6500	841	830	841	a 842
Feb.	600	843	840	842	a 844
Mch.	5100	856	850	855	a 857
Apr.	1900	870	865	867	a 869
May	400	875	866	873	a 876
Total sales, including switches, 29,400					
Prime Crude S. E. 700—750.					

Thursday, October 12, 1922.

Holiday—No market.

SEE PAGE 101 FOR LATER MARKETS.

COCOANUT OIL.—The situation in coconut oil has developed somewhat stronger, with a removal of re-sale offerings, the recent absorption by consumers, and somewhat lighter offerings from first hands. In all quarters sentiment is more favorable, but on the bulges offerings are expected to show some increase. At New York Cochon type barrels was quoted at 8¼@8½c; tanks, coast, 7@7¼c; Ceylon type, barrels, New York, 8¼@9¼c; tanks, 8¼@8½c; edible, in barrels, New York, 9¼@10¼c.

SOYA BEAN OIL.—Aside from some inquiry for spot oil, there was little feature to the market, the Oriental cables remaining quite firm and reporting Europe as a liberal buyer. At New York crude in barrels was quoted at 10@10¼c; blown, 11@11¼c; Pacific coast, tanks, 8¼@9c; deodorized, barrels, New York, 11½@12c.

PEANUT OIL.—Light offerings continued the feature in this market with the trade in an awaiting position for new oil. Oriental oil for shipment was held at 10¼c, duty paid, tanks, f. o. b. coast. The Government placed the domestic peanut crop at 674,478,000 lbs., a decrease of 16,382,000 lbs. during September, compared with a final crop last year of 816,465,000 lbs. At New York crude in barrels was quoted at 10½@11c; tanks, f. o. b. mills, 8@8½c; refined oil, barrels, New York, 12@12½c.

CORN OIL.—A fairly good demand was reported for nearby shipment and the market was firmer. At New York crude in barrels was 8¼@9c; tanks, f. o. b. Chicago, 7½@7¼c; refined, barrels, New York, 10½@11c, and in cases, 11.88c.

PALM OIL.—The recent feature of the market has been the absorption of liberal amounts by soap manufacturers. Prices were helped somewhat by the stronger feeling in tallow, but offerings were rather liberal. At New York lagos spot was 6¼c; shipment, 6½@7c; Niger, casks, 6½c.

PALM KERNEL OIL.—The market was dull but steady, with imported quoted at 8@8¼c, New York.

COTTONSEED OIL.—Supplies light on the spot—market strong; prime summer yellow spot nominally 10c; winter oil, 11¼c; cooking oil, 10½@10¾c; bleachable, tanks, f. o. b. mills, 7¼c; southeast crude, 7¼c; Texas, 7c; crude reacting ¼ to ½c respectively from the highs.

The Procter & Gamble Co.

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COTTONSEED OIL

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Venus, Prime Summer White
Jersey Butter Oil
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REFINERS	MANUFACTURERS	SOAPS Fairbank's Toilet and Laundry Gold Dust Washing Powder

THE AMERICAN COTTON OIL COMPANY
 65 Broadway, New York Cable Address "AMCOTOIL"

AUGUST MARGARIN STATISTICS.

The quantity of margarin manufactured in August 1922, compared to August 1921, as shown in the figures given in the total reported to the U. S. Department of Agriculture:

Uncolored Margarin:	Aug., 1921.	Aug., 1922.
	Pounds.	Pounds.
Exclusively animal	27,480	27,480
Exclusively vegetable	6,913,083	4,802,741
Animal and vegetable	9,583,896	7,712,365
Colored Margarin:		
Exclusively animal	94,193	88,227
Exclusively vegetable	308,695	330,811
Animal and vegetable	308,695	330,811
Total	16,989,867	12,961,624

NEW YORK COTTON OIL EXPORTS.

Exports of cottonseed oil from New York from October 1 to October 11, 1922, according to unofficial reports, were 1,585 barrels.

MARGARIN AND DAIRY EXPORTS.

Exports of dairy products, oleomargarin and eggs from the United States by countries of destination for the month of August, 1922, according to the U. S. Bureau of Agricultural Economics, are as follows:

Destination.	Butter, pounds.	Oleo-margarin, pounds.	Cheese, pounds.	Eggs, dozens.
Europe:				
Germany	104	.....	4,898	.....
United Kingdom	619,397	1,140	.....	58,530
Miscellaneous .....	.....	.....	2,099	.....
North America:				
Bermuda	6,228	2,720	368	4,590
Canada	4,938	10,766	10,548	65,700
Newfoundland and Labrador .....	.....	1,800	.....	.....
Central America—				
Br. Honduras	5,879	860	4,814	660
Costa Rica	1,460	.....	2,057	.....
Guatemala	1,922	.....	1,195	.....
Honduras	19,323	.....	11,160	14,206
Nicaragua	2,969	.....	1,953	.....
Panama	46,001	17,120	37,529	70,900
Mexico	68,004	1,686	134,679	908,044
West Indies—				
Barbados	7,300	.....	.....	.....
Cuba	71,371	.....	58,798	1,031,490
Dom. Repub.	24,925	2,800	4,180	.....
Fr. W. Indies	6,300	.....	379	.....
Haiti	53,232	1,000	5,122	.....
Jamaica	9,569	7,300	43,793	360
Other Br. W. Indies	13,399	7,800	7,904	2,260
Trinidad and Tobago	42,800	.....	2,187	.....
Virgin Is. of U. S.	7,986	2,200	5,821	100
Miscellaneous	1,842	625	110	.....
South America:				
Bolivia	2,696	.....	.....	.....
Br. Guiana	29,200	.....	.....	.....
Colombia	2,224	.....	.....	.....
Peru	44,030	.....	2,300	120
Venezuela	4,476	.....	689	.....
Miscellaneous	552	.....	2,434	.....
Asia:				
China	28,485	.....	16,296	.....
Hongkong	336	.....	5,036	.....
Japan	11,820	.....	1,586	.....
Miscellaneous	1,190	.....	1,856	150
Oceania:				
Philippine Is.	28,210	.....	6,505	.....
Miscellaneous	168	.....	610	392
Africa:				
Miscellaneous	146	.....	758	.....
Tot., Aug., 1922.	1,189,181	57,817	377,800	2,217,511
Tot., Aug., 1921.	435,489	153,875	428,106	2,472,834
Jan.-Aug. (inc.), 1922.	8,411,144	1,121,778	3,724,533	19,403,901
Jan.-Aug. (inc.), 1921.	6,200,466	2,501,661	9,912,962	18,773,278

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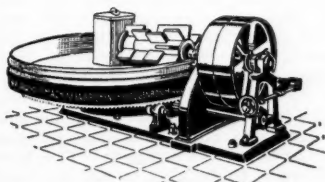
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for Nut Margarine

CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)
New York, October 10, 1922.—Latest quotations on chemicals and soap makers' supplies are reported as follows:

Seventy-six per cent caustic soda, 3¼@ 4c lb.; 98% powdered caustic soda, 4¼@ 4½c lb.; 58% carbonate of soda, 2@2½c lb.

Clarified palm oil, in casks of 2,000 lbs., 7¼@7½c lb.; commercial yellow olive oil, \$1.20 gallon; olive oil foots, 9½@9¾c lb.; Cochin cocoanut oil, 10c lb.; Ceylon cocoanut oil, 9@9¼c lb.

Prime summer yellow cottonseed oil, 10¼@10½c lb.; soya bean oil, 10½@11c lb.; imported linseed oil, 84@86c gal.; corn oil, nominal, 9¼@10c lb.; peanut oil, in barrels, New York, deodorized, 12@

12½c lb.; peanut oil, crude in tanks f. o. b. mills, 8@8½c lb.

Prime city tallow, special, 6¾c lb.; prime city tallow, extra, 7c lb.; dynamite glycerine, nominal, 17½c lb.; saponified glycerine, nominal, 12½@13c lb.; crude soap glycerine, nominal, 11½@12c lb.; chemically pure glycerine, nominal, 18½c lb.; prime packers, grease, nominal, 5¾@ 6c lb.

WILLIAM LANSILL
Broker in Grease, Tallow and Oils

Personal attention given to the Packing House and Soap Manufacturers Trade.

Correspondence solicited.

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NEW YORK

CALIFORNIA AIDS MEAT CAMPAIGN.

Evidence of the nationwide work of meat councils in pushing meat is shown by the activities of the Meat Council of Southern California. Just what that council is doing through aiding members with poster material and information of various kinds, and in getting a square deal for meat from their food agencies, is told in a letter sent by Manager W. A. Graham, Jr., to all members of the council. This letter is as follows:

"Something can be done, and will be done, to counteract the statements which have caused a reduction in the consumption of meat. It is the intention of the Meat Council to attempt this work at the earliest possible moment, in fact it has already begun by the distribution of a window poster to retail meat dealers, the subject of this poster being 'Meat Safeguards Health.' This is the first poster of the series to be issued, and others will follow from time to time.

"We told you in our last bulletin that the amount of meat consumed in 1921 in the United States showed that during that year each person ate twenty-five pounds less meat than was eaten by each person in the year 1900.

"We are attaching an exhibit which shows a few reasons for the decline. These are brought to our attention by the Institute of American Meat Packers, but during the last month we have had several such occurrences closer home.

Getting Square Deal for Meat.

"One of these statements appeared in the Los Angeles daily newspapers, and contained a statement disparaging meat.

A courteous letter directed to the attention of the officers of the organization responsible for the advertisement, brought assurances from them that in the future they would advertise their product on its own merits without comparing it to any other food product, including meat.

"The second instance was an advertising campaign, national in scope, which was being prepared by a Los Angeles advertising agency, in which a comparison was made between sardines (the product they were advertising) and meat. We were able to impress this agency with the fact that the comparison made was detrimental to the meat business, and they have agreed that all future advertising will be conducted on the merits of the article advertised.

"The third and last instance came to our attention in the form of a 'Health Bulletin.' This article was written by a doctor, who, from the best information we can secure, is a vegetarian, and discredits meat. On other pages of this paper they carried advertisements for meat dealers. We have frankly called this matter to the attention of the officers of this newspaper, and have assurances from them that future 'Health Bulletins' will contain no statements disparaging meat.

"People are eating less meat because others have said more to disparage meat than we have said to praise it. The Meat Council hopes to be able to say so much to consumers that they will soon be governed by the facts concerning the value of meat as a food, rather than by what they have learned from some health fadist or patent medicine advertisement.

"We hope to be able to begin this activity very soon through advertising in the daily newspapers."

MEAT SUPPLIES AT NEW YORK.

Receipts of western dressed meats and local slaughter under federal inspection for New York City, N. Y., are officially reported for the week ending October 7, 1922, with comparisons as follows:

	Week ending Oct. 7.	Week ending Sept. 30.
Western dressed meats:		
Steers, carcasses	8,080	8,143
Cows, carcasses	627	747
Bulls, carcasses	223	96
Veal, carcasses	13,668	11,382
Lamb, carcasses	21,403	17,554
Mutton, carcasses	6,486	7,543
Beef cuts, lbs.	66,887	80,529
Pork cuts, lbs.	716,489	985,240
Local slaughter, federal inspection:		
Cattle	7,480	10,969
Calves	11,524	12,958
Hogs	49,685	47,062
Sheep	41,024	50,543

MEAT SUPPLIES AT PHILADELPHIA.

Receipts of western dressed meats and local slaughter under city and federal inspection at Philadelphia, Pa., are officially reported as follows for the week ending October 7, 1922, with comparisons:

	Week ending Oct. 7.	Week ending Sept. 30.
Western dressed meats:		
Steers, carcasses	2,873	2,874
Cows, carcasses	610	324
Bulls, carcasses	111	15
Veal, carcasses	1,959	1,385
Lamb, carcasses	8,195	6,768
Mutton, carcasses	1,896	2,296
Pork, lbs.	371,643	205,906
Local slaughter:		
Cattle	2,909	2,794
Calves	1,818	3,194
Hogs	6,781	3,173
Sheep	22,667	21,510

MEAT SUPPLIES AT BOSTON.

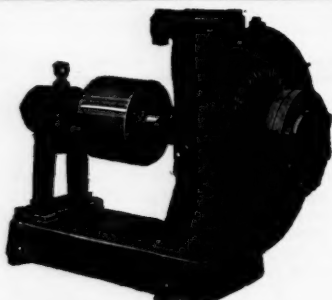
Receipts of western dressed meats and slaughter under federal and city inspection at Boston, Mass., are officially reported as follows for the week ending October 7, 1922, with comparisons.

	Week ending Oct. 7.	Week ending Sept. 30.
Western dressed meats:		
Steers, carcasses	3,591	2,866
Cows, carcasses	1,536	1,282
Bulls, carcasses	92	19
Veal, carcasses	1,000	845
Lamb, carcasses	13,443	15,686
Mutton, carcasses	517	15
Pork, lbs.	474,491	340,189
Local slaughter:		
Cattle, carcasses	1,587	1,767
Calves, carcasses	2,795	2,258
Hogs, carcasses	9,699	10,741
Sheep, carcasses	5,534	8,046

CANADIAN MUTTON MARKETS.

Sales of sheep and lambs at chief Canadian centers for the week ending Oct. 5, 1922, with top prices for good lambs, compared to a week ago and a year ago, are reported by the Markets Intelligence Division of the Dominion Department of Agriculture as follows:

	Sales— Week ending Oct. 5, 1921.	Week ending Oct. 5, 1922.	Top price good lambs Week ending Oct. 5, 1921.	Week ending Oct. 5, 1922.
Toronto (U. S. Y.).	10,441	10,446	\$11.25	\$8.30
Montreal (Pt. St. Chs.).	7,930	6,875	11.556	7.50
Montreal (E. End).	4,009	2,442	5.605	11.25
Winnipeg.	1,231	1,206	8.39	11.00
Calgary.	1,074	2,402	2.847	9.50
Edmonton.	884	203	9.58	7.00
Prince Albert.	10.25
Moose Jaw.
Tot. sheep.	26,169	23,574	32.713	...



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Especially Efficient in Refrigerating Plants

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THE WEEK'S CLOSING MARKETS

FRIDAY'S CLOSINGS.

Provisions.

Provisions were featured by extreme weakness, October lard under persistent liquidation, lack of support, a lower range in hogs and weakness abroad. Cash trade was less active, everywhere hog receipts were fairly liberal and sentiment more mixed. Commission houses were selling distant positions.

Cottonseed Oil.

Cottonseed oil was less active owing to the holiday. Undertone was strong though sentiment was divided. Very little crude cottonseed oil came out on break. Commission houses bought futures with selling pressure light. Tennessee crude cottonseed oil sold at 7 1/4 c, southeast was quoted at 7 1/4 @ 7 1/2 c. Southern advices indicate that the seed movement is below normal and crude oil should be on an 8 @ 8 c basis. At present seed prices many southern mills are not operating. Cash oil demand is good, but compound trade is less active on account of lard weakness.

Quotations on cottonseed oil at Friday noon were: October, \$9.15 @ 9.25; December, \$8.41 @ 8.48; January, \$8.45 @ 8.49; March, \$8.66 @ 8.68; May, \$8.86 @ 8.88.

Tallow.

Special loose, 7c.

Oleo Stearine.

Sales, 9 1/4 c; extra oleo oil, 10 1/2 c.

FRIDAY'S GENERAL MARKETS.

New York, October 13, 1922.—Spot lard at New York, prime western, \$11.85 @ 11.95; Middle West, \$11.75 @ 11.85; city steam, \$11.63; refined continent, \$13.00; South American, \$13.25; Brazil kegs, \$14.25; compound, car lots, \$11.25.

Liverpool Provision Markets.

Liverpool, October 13, 1922.—(By Cable.)—Quotations today: Shoulders, square, 86s (\$19.00); shoulders, picnics, 72s (\$15.91); hams, long cut, 98s (\$20.58); hams, American cut, 103s (\$22.76); bacon, Cumberland cut, 113s (\$24.97); bacon, short backs, 99s (\$21.88); bacon, Wiltshire, 100s (\$22.10); bellies, clear, 97s (\$21.44); Australian tallow, 37s 3d @ 39s 9d; spot lard, 68s 5d.

Hull, England, October 13, 1922.—(By Cable.)—Refined cottonseed oil, 37s 5d; crude cottonseed oil, 33s 5d.

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef for the week up to October 13, 1922, show exports from that country were as follows: To England, 126,885 quarters; to the Continent, 3,192 quarters; to other ports, none. Exports for the previous week were as follows: To England, 75,055 quarters; to the Continent, 13,462 quarters; to other ports, none.

EASTERN FERTILIZER MARKETS.

New York, October 11, 1922.

Ground tankage sold for \$4.00 and 10 last week but most buyers showed no interest in the market even at \$4.00, as their views were under that figure. Stocks, however, are not large and there are indications that if some large buyer came into the market, stocks will rapidly vanish. Most sales last week were made to feeding buyers.

Unground blood was sold at \$4.30. This was the only sale noted in the blood market.

Several re-sale offerings of bone meal are coming on the market but there is little interest being manifested in this commodity.

The fertilizer markets in general are exceedingly lifeless and most buyers seem to be holding off buying at this time.

CANADIAN CATTLE MARKETS.

Sales of cattle and calves at chief Canadian centers with top prices for selects, compared to the same time a week ago and a year ago are reported as follows

CATTLE.

	Sales—			Top price good steers (1,000-1,200 lbs.)		
	Week ending	Same week	Week ending	Week ending	Same week	Week ending
	Oct. 5, 1921.	Sept. 28.	Oct. 5, 1921.	Oct. 5, 1921.	Sept. 28.	Oct. 5, 1921.
Toronto (U. S. Y.)	5,927	6,320	5,640	\$7.50	\$7.00	\$7.50
Montreal (Pt. St. Chs.)	993	692	553	6.25	7.00	6.25
Montreal (E. End)	831	865	844	6.25	7.00	6.25
Winnipeg	9,513	5,134	9,105	5.25	5.00	5.75
Calgary	1,830	1,535	2,351	4.75	4.00	4.55
Edmonton	3,249	999	3,488	4.50	5.00	4.50
Prince Albert	..	..	..	..	..	..
Moose Jaw	..	..	..	..	..	..
Tot. cattle	22,343	15,565	21,081			

CALVES.

	Week ending Oct. 5, 1921.	Same week, Sept. 28.	Week ending Oct. 5, 1921.	Same week, Sept. 28.	Week ending Oct. 5, 1921.	
Toronto (U. S. Y.)	1,585	1,404	1,153	\$14.00	\$13.00	\$12.00
Montreal (Pt. St. Chs.)	802	939	900	10.00	10.00	10.00
Montreal (E. End)	1,524	926	1,305	10.00	10.00	10.00
Winnipeg	1,011	538	833	6.25	6.50	6.00
Calgary	368	588	682	4.00	5.25	4.25
Edmonton	412	271	688	4.25	5.50	4.25
Prince Albert	...	...	...	...	...	...
Moose Jaw	...	...	...	...	...	...
Tot. calves	5,702	4,666	5,646			

PACKERS' PURCHASES.

Purchases of livestock by packers at principal centers for the week ending Saturday, Oct. 7, 1922, are reported for The National Provisioner as follows:

CHICAGO.

Cattle.			Hogs.			Sheep.		
Armour & Co.	8,773	14,100	14,436					
Swift & Co.	8,886	13,800	16,236					
Morris & Co.	7,058	12,000	7,819					
Wilson & Co.	279	7,500	...					
Anglo-Amer. Prov. Co.	4,276	8,300	...					
Libby, McNeill & Libby	1,461	...	...			
Brennan Packing Co.	6,100	hogs; Miller & Hart, 4,000	hogs; Independent Packing Co., 5,500	hogs; Boyd, Lunham & Co., 4,700	hogs; Western Packing & Provision Co., 9,100	hogs; Roberts & Oake, 4,500	hogs; others, 12,600	hogs.

KANSAS CITY.

Cattle.			Hogs.			Sheep.		
Armour & Co.	4,961	2,223	9,277	4,104				
Cudahy Pkg. Co.	4,903	1,216	6,175	4,674				
Fowler Pkg. Co.	1,385	...	...	...	
Morris & Co.	1,185	2,013	8,431	2,769				
Swift & Co.	6,190	2,647	10,606	3,790				
Wilson & Co.	4,968	953	7,423	3,659				
Local butchers	775	216	1,380	58				

OMAHA.

Cattle.			Hogs.			Sheep.		
Morris & Co.	2,999	5,673	4,510					
Swift & Co.	3,168	6,833	17,678					
Cudahy Pkg. Co.	4,464	7,930	8,237					
Armour & Co.	3,327	8,138	7,387					
Swartz & Co.	...	1,293	...					
J. W. Murphy	...	2,323	...					
Others	28,688	...	40,561					
Doid Packing Co.	1,123	3,169	...					
Wilson Packing Co.	390	...	...			
Lincoln Packing Co.	222	...	...			

ST. LOUIS.

Cattle and calves.			Hogs.			Sheep.		
Armour & Co.	7,584	8,857	3,982					
Swift & Co.	6,207	6,519	4,062					
Morris & Co.	2,035	...	187					
St. Louis Dressed Beef Co.	2,666	...	...			
Independent Packing Co.	701	...	110					
East Side Packing Co.	573	...	27					
American Packing Co.	147	1,087	...					
Hell Packing Co.	33	1,946	...					
Krey Packing Co.	167	3,771	...					
Barstons Prov. Co.	11	559	...					
Stiefel Packing Co.	185	1,269	33					
Butchers	29,786	20,619	5,190					

ST. PAUL.

Cattle.			Hogs.			Sheep.		
Swift & Co.	5,590	4,625	24,725	6,601				
Armour & Co.	3,503	2,834	18,818	5,160				
Katz & Horn P. Co.	263	60	...	...		
Hertz & Rifkin	375	112	...	...		
King, R. J.	40	14	...	...		
Others	616	213	2,716	...				

ST. JOSEPH.

Cattle.			Hogs.			Sheep.		
Swift & Co.	3,128	880	13,500	6,312				
Hammond Packing Co.	2,000	841	6,269	546				
Morris & Co.	2,133	508	8,175	1,439				
Others	13,362	3,167	3,728	4,349				

CINCINNATI.

Cattle.			Hogs.			Sheep.		
E. Kahn's Sons Co.	732	141	1,794	359				
Kroger Gro. & Bky. Co.	103	110	514	...				
C. A. Freese	99	79	117	...				
Gus. Juengling	177	149	...	43				
J. F. Schroth Pkg. Co.	19	...	2,089	...				
H. H. Meyer Pkg. Co.	148	...	2,026	...				
J. Hilberg & Sons	182	10	...	63				
W. G. Rehn's Sons	185	50	...	...		
Peoples Pkg. Co.	192	90	...	...		
Jacob Bauer Sons	50	3	...	...		
A. Sander Pkg. Co.	...	...	1,502	...				
Jacob Vogel & Son	...	...	806	...				
John Hoffman & Sons Co.	...	...	328	...				
Lohrey Pkg. Co.	...	...	...	...
Ideal Pkg. Co.	...	...	757	...				
Sam Gall	...	...	788	...				
Jacob Schlacter's Sons	...	...	192	...				
G. Erhart & Sons	...	...	51	...				

INDIANAPOLIS.

Cattle.			Hogs.			Sheep.		
Kongas & Co.	1,584	422	20,196	942				
Moore & Co.	...	...	3,641	...				
Indianapolis Abat. Co.	1,341	50	2,121	356				

Armour & Co.	510	25	3,659	28
Hilgemelr Bros.	...	...	939	...
Brown Bros.	170	17	123	12
Frank Schussler Pkg. Co.	37	28	435	32
Riverview Pkg. Co.	11	13	234	...
Miner Pkg. Co.	...	...	445	...
Indianapolis Prov. Co.	22	17	445	...
Worm & Co.	83	...	91	...
Eastern buyers	3,707	4,513	17,408	1,650
Miscellaneous	676	186	185	412

OKLAHOMA CITY.

Cattle.			Calves.			Hogs.			Sheep.		
Morris & Co.	1,484	373	2,594	309							
Wilson & Co.	1,464	516	2,543	60							
Other butchers	123	55	229	...							

WICHITA.

Cattle.			Calves.			Hogs.			Sheep.		
Cudahy Pkg. Co.	1,536	622	5,768	129							
Dole Pkg. Co.	173	33	3,566	16							
Local butchers	58	13	...	...					

DENVER.

Cattle.			Calves.			Hogs.			Sheep.		
Swift & Co.	846	30	1,376	4,481							
Colo. Pkg. & Prov. Co.	536	94	1,265	2,135							
Coffin Pkg. Co.	372	...	847	...							
Miscellaneous	583	202	922	465							

RECAPITULATION.

Recapitulation of packers' purchases by markets for the week ending Oct. 7, 1922, with comparisons:

CATTLE.			Week ending Previous	
	Oct. 7.		week.	
Chicago	38,867		36,854	
Kansas City	27,349		28,046	
Omaha	15,003		46,642	
St. Louis	47,505		44,854	
St. Joseph	20,713		18,481	
St. Paul	10,387		12,926	
Fort Worth	.....		12,033	
Oklahoma City	3,071		4,127	
Indianapolis	8,141		7,169	
Cincinnati	1,835		2,044	
Wichita	1,567		1,836	
Denver	2,337		2,044	

The Sale Price of Packing House Products Depends First on Buying of the Live Stock

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Hogs Lambs**
Henry Knight & Son
Bourbon Stock Yards
Louisville, Ky.
Reference: Dun and Bradstreet

**Hog Buyers
Exclusively**
WALKER-WATKINS
National Stock Yards, Ill.
—References—
National Stock Yards National Bank
Drovers National Bank

Coy & Delmore
National Stock Yards, Ill.
Successors to Mannion & Coy
**Live Stock
Purchasing Agents**
All kinds of Live Stock
20 Years Experience in Order Trade
REFERENCES:
National Stock Yards Natl. Bank or any
commission firm established at this point.

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Bob Sundheimer & Co.
National Stock Yards, Ill.
**Cattle Calves Hogs
Sheep Lambs**
Local and Long Distance Phones:
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References:
National Stock Yards, National Bank,
and our customers

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Union Stock Yards, Montgomery, Ala.
KENNETT, COLINA & CO.
Union Stock Yards, Cincinnati, Ohio
KENNETT, SPARKS & CO.
National Stock Yards, E. St. Louis, Ill.
KENNETT, MURRAY & DARNELL
Union Stock Yards, Indianapolis, Ind.
KENNETT, MURRAY & CO.
Union Stock Yards, Lafayette, Ind.
KENNETT, MURRAY & COLINA
M. C. Stock Yards, Detroit, Mich.

Order Buyers
of
Fat Cattle
Omaha Cattle Figure Best
Frank Anderson & Son
Buyers of Cattle Only
Stock Yards Station OMAHA, NEB.
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Order Buyers
Cattle Exclusively
OMAHA, Neb.
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References:
Live Stock National Bank Omaha
" " " " Sioux City
Utility Cipher
DENVER REPRESENTATIVES:
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OMAHA
THE CORN BELT MARKET
Contrary to usual custom, fat cattle make up a large percentage of Omaha's receipts at this time. Corn and alfalfa are still in evidence. Try Omaha with an order.
Omaha Live Stock Exchange
A. F. Stryker, Secretary-Traffic Manager
South Omaha, Neb.

LIVE STOCK MARKETS

CHICAGO.

(Reported by U. S. Bureau of Agricultural Economics.)

Union Stock Yards, Chicago, Oct. 12.

Efforts by the selling side to mend the deep price rupture inflicted on the beef steer trade late last week were for the most part unavailing, and while some of the unevenness which always accompanies a big break was ironed out to some extent this week, values held largely on a par with the low point of the price break. Strictly choice and prime matured beef steers continued to climb, but these were not embraced in the price break as they have been in a class by themselves for several weeks now. Kinds with thick layers of firm corn made fat topped at \$13.10 today, the highest price paid locally since December, 1920.

The wideness of the price spread between common grassers and those abundantly fleshed, corn-crib cross native bullocks which are getting scarcer every week, is one of the features of the present trade. Beef cows and heifers closed steady to 15c higher, heifers showing considerably more gain in instances, while canners and cutters held steady. Bulls advanced 25 to 35c and although veal calf values have been on the march recently values on desirable vealers are 25 to 50c under a week ago, while heavy grass calves are mostly that much higher.

Lights and light butchers worked 50 to 75c lower late last week and during the week under review fell 25 to 40c lower, while packing sows which shared the light end of the price tumble enforced a week earlier recovered, advancing 25 to 35c. Spring crop offerings are becoming more numerous and packing sows scarcer and scarcer, while the arrivals of 220 to 250-lb. butchers and heavier butchers as well were comparatively scarce and indicated that the trade will soon be largely on a new crop basis.

A sort of evening up process was on in the fat lamb trade. Native offerings held largely steady while westerns declined largely 25 to 40c, the well known Wood lambs from Idaho dropping from \$14.35 at the close last week to \$14.00 during the week under review. Westerns were offered most liberally of the season, 241 loads arriving from the range during the first four market days topping at \$14.00, bulk of the westerns cashed to killers at \$13.50 to \$14.00.

A smaller proportion of westerns were in feeder flesh than was the case recently, although the supply of lambs suitable for further finish were sharply augmented owing to increased gross offerings from the Rocky Mountain region. That circumstance created a surplus of kinds suitable for further developments and price declines of 25 to 50c were chalked up.

Best 60 to 62-lb. feeder lambs stopped at \$14.00 with the bulk at \$13.50 to \$13.75. Bulk of the native lambs went for slaughter at \$13.00 to \$13.50. City butchers paid upward to \$14.00 for a few corn-belters but packers stopped at \$13.75, taking culls at \$9.00 to \$9.50 mostly. Bulk of the heavy native ewes turned at \$3.50 to \$4.00 and tidyweight kinds stopped at \$6.50. Aged wethers were scarce, western grassers making \$7.75 for slaughter and \$6.75 on country account, finishers calling for feeding yearling wethers averaging 75 lbs. upward to \$11.00.

Owing to the dearth of supply 215 to 240-lb. butcher hogs are topping the market almost daily, selling usually at a moderate price premium over the 170 to 200-lb. averages which at the close today sold largely at \$9.25 to \$9.35. On hogs averaging under 170-lbs. desirable finish was lacking in most instances, and today majority of 140 to 160-lb. averages turned at \$9.00 to \$9.25 when top stood at \$9.65 early. High top for the first half of the week

stood at \$10.10. Bulk of the 300 to 400-lb. packing sows sold today at \$7.75 to \$8.25 with "butchery" sows rather scarce at \$8.60 to \$8.90. Domestic demand for pork products continues rather broad and lard exports last week were 21,050,000 lbs. as contrasted with 10,026,000 a week earlier and 24,353,000 corresponding week a year ago. The trade anticipates export demand to maintain its present dimensions but hardly expects any expansion in the foreign movement owing to weakened financial conditions in Europe.

KANSAS CITY.

(Special Letter to The National Provisioner.)
Kansas City Stockyards, Oct. 11, 1922.

For the third consecutive day this week cattle receipts fell short of the supply in corresponding days in the past two weeks, and while the market shows no quotable price change, accumulated supplies are being cleaned up and the common kinds to that extent are stronger. Stockers and feeders remain in active demand. Hog prices were quoted down 5 to 10 cents. More Eastern markets reported greater declines. Lambs were up 10 to 15 cents.

Receipts today were 12,000 cattle, 9,000 hogs and 4,000 sheep, compared with 14,000 cattle, 11,000 hogs and 11,000 sheep a week ago, and 11,900 cattle, 8,075 hogs and 12,875 sheep a year ago.

The drop in cattle receipts* the three days this week which amounted to 17,000 is giving trade the first opportunity of the past three weeks to clean up, and to that extent there is a stronger undercurrent in the trade. Prices show no quotable advance. Some short fed steers that were not hard fat sold slightly lower, and that kind will probably be offered in increasing supply. Full fed steers remained strong, and practically all the grass fat steers are in better demand. Canner and cutter cows were up to 10 to 15 cents, and good fat cows firm. Veal calves were steady, and in some cases bulls sold higher.

A rather sharp decline in hog prices at more Eastern markets reflected a slight decline here and brought the general market back to the low point two weeks ago. The top price \$9.45 and bulk of sales \$9@9.40 showed 5 to 10 cents lower than Tuesday and 20 cents under Monday. Demand for pork at Eastern distributing points has slackened materially in the past two weeks. Packing sows sold at \$7.60@8, and were quoted 15 to 25 cents higher.

Lambs were quoted 10 to 15 cents higher, and sheep generally steady. Most of the Western lambs only fair quality sold at \$13.50@13.75, and prime Western lambs were quoted up to \$14. Ewes sold at \$5.50@6.50. Feeding lambs are selling at \$13@13.25.

OMAHA.

(Special Letter to The National Provisioner.)
South Omaha, Neb., Oct. 11, 1922.

Unexpectedly heavy receipts of cattle this week have exercised a depressing influence on the trade, and while prices have held up well on the strictly good to choice corn fed beefs, as well as on the best of the Western grassers, the general market on all classes of cattle has declined fully 25@40c. Some 45,000 cattle arrived during the first three days of the week or 11,000 more than a year ago. Bulk of these have been Western rangers as usual at this time of the year, but the proportion of corn-fed beefs has been larger than ever before in October.

Prime long fed yearlings sold up to \$11.90, while the bulk of the good corn-feds sell around \$10.00@11.00, with common to fair kinds from \$9.50 down. Prime Western rangers still bring \$8.00@8.50, while bulk of the grass beef is going around \$6.75@7.75 with common to fair lots from

\$6.50 down. Cows and heifers have sold very unevenly all week, the demand being limited and confined largely to prime heifers and the common canner grades. Prices ranged from \$2.50@6.50 with bulk of the trading at \$3.00@4.00. Veal calves at \$5.50@10.50 and bulls, stags, etc., at \$3.00@4.50 changed very little during the week.

Hogs have not been coming as freely as anticipated and packers have been unable to force prices down very materially. Hogs sold today in pretty much the same notches as one week ago. All classes of buyers continue to pay a \$2.00 premium on the choice light hogs of which comparatively few are coming but heavy and mixed packing loads are selling more readily than they were a few weeks ago. With about 7,000 hogs today prices were 10@20c lower, light hogs selling at \$9.00@9.45 and heavy and mixed packing loads at \$7.00@9.00.

While there has been sharp fluctuations in the market for sheep and lambs from day to day the present level of values is practically the same as a week ago. Receipts have been the heaviest of the season, made up almost entirely of western grassers. Fat lambs are quoted at \$12.75@13.75 and a few fat ewes are coming and sell at \$3.00@6.00.

ST. LOUIS.

(Special Letter to The National Provisioner.)
National Stock Yards, Ill., Oct. 11.

Liberal runs of cattle are still the rule at our market. The count this week totals 44,000. On strictly prime native corn-fed beefs and yearlings prices are fully steady. A small lot of heavy beefs brought \$12.10 this week and a short load of baby beefs brought \$11.85. One string of three cars of yearlings brought \$11.75. The small run of this class of cattle of course induced the high prices. The best we had other than these did not go over \$11.25 for yearlings and \$11.00 for matured steers. Most of the sales of the best native steers ranged from \$9.00@10.00 with the medium kinds swinging around the \$8.00 mark. Medium to common grassers ranged down to \$6.00 and under. The most of our Westerns this week came from Oklahoma although there were two or three good sized trains from Kansas. They sold for the most part from \$4.00@6.75 with a few real good ones going up to \$7.10.

Outside of the prime offerings the heavy

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run of medium and common cattle are selling unevenly lower than this time a week ago, in spots as much as 75c lower. Light grassy butcher stock has been particularly hard hit. The bulk of the plain grass yearlings range from \$4.00@7.00 which is a full dollar under a week ago. In the past day or two, however, there is some strength shown in yearlings if they are of the handy weight kind and have quality. This class is selling from \$8.00@9.00. Butcher cows for the most part are bringing \$3.50@5.50, canners and cutters \$2.25@3.25, beef bulls with weight \$4.00@4.50, bolognas \$3.25@4.00.

The hog run this week totals 62,000 and while we have had good well finished hogs, there is a large proportion of the run consisting of light unfinished hogs and pigs. The market on the best offerings is a trifle lower than a week ago, perhaps 10c. On pigs, however, it is a full dollar lower. Good heavy butcher hogs are topping the market with light shipping weight hogs selling within 5c of them. The supply of heavy hogs is not sufficient to meet the demand. The closing quotations are: Mixed and butchers, \$9.40@9.75; good heavies, \$9.65@9.75; roughs, \$7.50@8.00; lights, \$9.35@9.60; pigs, \$7.75@8.50; bulk, \$9.40@9.65.

Our sheep and lamb receipts this week were right at 17,500, the most of which consisted of native lambs. The quality of the offerings is only fair, a few real good lambs topped the market this week at \$13.25. They went to the city butchers. The most of the lambs have been selling in a range of \$12.50@12.75 with a few good ones up to \$13.00. Southwestern lambs, mostly plain in quality, \$12.00@12.75. The best light fat sheep are bringing \$5.75 and heavies \$3.00@3.50; choice to prime sheep would bring around \$6.00, choppers and bucks are selling at \$2.00@2.50. There is a good demand for finished light sheep, likewise good breeding ewes.

SIOUX CITY.

(Special Letter to The National Provisioner.)
Sioux City, Ia., Oct. 12, 1922.

Cattle receipts are not running as heavy as last week, and indications are that the peak of range runs has been rounded out for this season. The half week ended today has brought 12,000 cattle to this market, and the final total for the week will perhaps run not far from 17,000. No change is noted in the market for fully fat corn-fed beefs, but medium down to common grades of killer steers, all cow and heifer stock and stockers and feeders, are off anywhere from 25 to 75 cents. Demand for stock cattle has slackened very considerably this week and the local yards are full of stock, with very fair quality prominent in the holdings.

Prime beefs in both yearling and the heavier weights are quotable at \$12.50, with several lots having sold at \$12.00 to the top during this week. A moderate proportion of fair to good kinds of corn feds have sold in a range of \$10.00 to \$11.00. Below a style to get around \$10.00 there has been weaker tone developing and there are suggestions that cattle that have been merely started on corn may strike a snag unless owners refuse to become in a hurry to unload.

At declines of 50 to 75 cents from high time, the stock cattle division is full of cattle and the best of strong weight \$7.00 to \$7.50, but with useful styles at \$6.50 to \$7.00; choice stock yearlings around \$7.00; bulk, \$5.50 to \$6.50; fat cows and heifers, grassers, \$4.00 to \$5.75, the latter rather an exception; stock cows, \$3.00 to \$3.50; stock heifers, \$4.00 to \$4.75.

The last spring pig crop is beginning to appear in the hog market, and the effect is seen in a move of buyers against premium prices for light butchers. Supplies are not running at all heavy but are larger than a year ago, 14,500 for the first half of this week. Light weights are around 30 to 40 cents lower for the

week, but heavies show little decline. Top for light weight today, \$9.50; bulk of butcher weights, \$9.25 to \$9.50; medium to strong weight butchers, \$8.50 to \$9.25; prime heavies, \$8.35 to \$8.65; packer mixed and heavies, \$8.00 to \$8.25; heavy packing sows, \$7.50 to \$8.00.

The sheep market is showing a better turn this week and prices are rated as around 25 to 50 cents higher for the week to date. Best fat lambs, \$13.25, heavyweights, \$13.00, feeding lambs, \$13.00, quite a number at the price. Fat light ewes, \$6.00; heavies, \$4.00 to \$5.00; heavies low as \$3.00 and under.

ST. JOSEPH.

(Special Letter to The National Provisioner.)
South St. Joseph, Mo., Oct. 10, 1922.

Receipts for two days this week numbered around 7,500 compared with 19,590 the same period last week, though the major portion of these were consigned to the stocker and feeder show. Beef steers formed a fair portion of receipts, corn-feds and grassers being about equally divided. For the good to choice kinds the market shows no change for the period, but short-feds and medium grades are weak to a shade lower. Best heavy steers sold \$10.00@10.75, yearlings \$11.00@11.25 and there were a number of sales of fair to medium kinds down to \$8.00 and under. Quality of westerns was not up to the usual standard. Best Kansas sold at \$7.50 and others ranged down to \$5.10. Oklahoma sold \$5.10@6.35. The market for westerns shows little change for the period.

The market for butcher stock is quoted steady to strong for the period. Few cows sold above \$5.50, the big bulk going from \$4.00@5.00. Canners and cutters sold mostly \$2.50@3.50. Grass heifers sold largely in a range of \$4.50@6.00. Mixed yearlings were scarce and prices show no change. Choice kinds sold up to \$11.00, and other sales ranged down to \$8.25. Bulls show no change for the period, \$3.50@4.50 taking most offerings. Good calves are 50c lower, while others show no change, best veals selling Tuesday at \$9.00.

The supply of stockers and feeders was liberal for two days and under the influence of a good demand prices show little change. Best feeders, a string of Colorados, went at \$7.40. Kansas feeders sold \$6.00@6.50, Oklahoma \$5.25@7.00, and Nebraska Sandhill steers \$7.00. Thin stockers and stock calves sold from \$4.50@6.25. Stock cows and heifers show no change. Cows sold largely \$3.25@3.75 and heifers ranged from \$3.50@5.75.

Hog receipts Tuesday were estimated at 5,500 head. There was a slow tone to the trade with values on an uneven basis. Shippers took about 500 butchers at \$9.50@9.55, which was mostly 5c lower than their market Monday. The packer market was slow at 5@15 lower prices. Top to packers was \$9.45 and bulk of all sales \$7.40@9.50. Packing sows sold mostly 10@15 higher, bulk of sales being from \$7.25@7.40.

Sheep receipts for two days numbered around 6,000, mostly westerns. Colorado lambs sold \$13.40@13.65, and Utahs \$13.50. Western feeders sold \$12.75@13.00, and a string of Colorado breeding ewes went at \$6.50. Native lambs sold \$12.25@12.75. Native fat ewes sold mostly \$5.00@6.00, and several loads of Colorados sold at the latter figure. Prices on all classes show no change for the period.

ST. PAUL.

(Reported by U. S. Bureau of Agricultural Economics and Minn. Dept. of Agriculture.)
South St. Paul, Minn., Oct. 11.

Local cattle receipts this week to date total around 17,000 or a decrease of about 4,000 compared with same period a week

(Continued on page 196.)

RECEIPTS AT CENTERS.

SATURDAY, SEPTEMBER 30, 1922.

	Cattle.	Hogs.	Sheep.
Chicago	2,000	5,000	1,000
Kansas City	2,000	2,500	1,000
Omaha	1,000	3,500	1,000
St. Louis	1,500	5,000	1,500
St. Joseph	500	3,000	1,000
Sioux City	1,500	3,000	1,500
St. Paul	1,600	1,900	700
Oklahoma City	300	300	.....
Fort Worth	500	600	.....
Milwaukee	100	200	21,000
Denver	200	200	.....
Louisville	200	700	.....
Wichita	300	800	.....
Indianapolis	200	5,000	200
Pittsburgh	200	2,000	400
Cincinnati	200	2,000	100
Buffalo	100	2,000	200
Cleveland	500	2,000	1,000
Nashville, Tenn.	100	800	.....
Toronto	200	300	100

MONDAY, OCTOBER 2, 1922.

	Cattle.	Hogs.	Sheep.
Chicago	24,000	32,000	34,000
Kansas City	30,000	11,000	10,000
Omaha	20,000	5,000	23,000
St. Louis	14,000	13,500	5,500
St. Joseph	4,000	3,500	2,500
Sioux City	6,000	3,500	5,000
St. Paul	11,000	5,000	6,000
Oklahoma City	1,000	1,000	.....
Fort Worth	3,500	1,500	500
Milwaukee	300	1,000	1,200
Denver	6,500	700	34,000
Louisville	2,400	1,300	.....
Wichita	1,500	1,600	.....
Indianapolis	1,000	8,000	300
Pittsburgh	2,500	7,500	4,000
Cincinnati	2,000	4,300	900
Buffalo	3,100	1,300	5,000
Cleveland	1,500	5,500	1,800
Nashville, Tenn.	800	1,500	.....
Toronto	2,500	1,100	3,300

TUESDAY, OCTOBER 3, 1922.

	Cattle.	Hogs.	Sheep.
Chicago	12,000	24,000	21,000
Kansas City	16,000	10,000	5,000
Omaha	12,000	6,000	16,000
St. Louis	9,500	16,000	2,000
St. Joseph	3,000	5,000	1,500
Sioux City	2,500	6,000	2,500
St. Paul	3,000	10,000	3,000
Oklahoma City	1,200	800	.....
Fort Worth	2,700	1,200	700
Milwaukee	600	4,000	300
Denver	4,500	1,100	10,500
Louisville	600	1,000	.....
Wichita	900	1,000	.....
Indianapolis	800	10,000	400
Pittsburgh	100	2,500	1,000
Cincinnati	500	3,400	400
Buffalo	200	3,500	800
Cleveland	600	2,000	800
Nashville, Tenn.	300	1,000	1,000
Toronto	800	1,100	1,300

WEDNESDAY, OCTOBER 4, 1922.

	Cattle.	Hogs.	Sheep.
Chicago	13,000	20,000	31,000
Kansas City	12,000	9,000	4,000
Omaha	10,000	7,000	13,000
St. Louis	6,000	12,000	2,500
St. Joseph	4,000	2,000	2,000
Sioux City	1,500	6,000	500
St. Paul	4,500	11,000	2,000
Oklahoma City	1,600	500	.....
Fort Worth	3,000	1,500	700
Milwaukee	2,500	2,000	200
Denver	2,100	500	13,000
Louisville	300	1,000	.....
Wichita	300	800	.....
Indianapolis	1,000	10,000	300
Pittsburgh	100	2,500	300
Cincinnati	1,200	800	800
Buffalo	200	2,500	600
Cleveland	300	3,000	1,000
Nashville, Tenn.	200	1,400	.....
Toronto	200	500	1,100

THURSDAY, OCTOBER 5, 1922.

	Cattle.	Hogs.	Sheep.
Chicago	11,000	30,000	16,000
Kansas City	7,000	7,000	8,000
Omaha	4,000	5,500	11,000
St. Louis	4,000	9,000	800
St. Joseph	2,000	5,500	2,500
Sioux City	1,200	5,000	500
St. Paul	6,200	10,000	5,000
Oklahoma City	1,000	1,000	.....
Fort Worth	3,000	1,600	300
Milwaukee	600	3,000	300
Denver	5,000	1,200	25,000
Indianapolis	1,000	11,000	200
Pittsburgh	100	3,000	300
Cincinnati	1,300	400	700
Buffalo	1,600	1,600	1,000

FRIDAY, OCTOBER 6, 1922.

	Cattle.	Hogs.	Sheep.
Chicago	3,500	18,000	11,000
Kansas City	5,500	5,500	2,000
Omaha	1,500	4,500	8,500
St. Louis	3,000	8,000	1,500
St. Joseph	2,000	3,500	2,000
Sioux City	1,500	2,500	500
St. Paul	2,100	8,000	30,000
Oklahoma City	700	800	.....
Fort Worth	2,500	500	500
Milwaukee	300	1,500	300
Denver	2,300	200	15,000
Indianapolis	1,000	11,000	500
Pittsburgh	100	6,000	300
Cincinnati	600	6,000	900
Buffalo	300	5,400	3,600

NEW YORK LIVESTOCK.

Following are the receipts for week ending Saturday, October 7, 1922:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City	6,383	9,167	8,766	37,977
New York	1,250	2,003	24,548	2,104
Central Union	2,351	527	794	2,112
Total for week	9,984	11,697	34,108	42,193
Previous week	10,538	15,052	36,113	53,315
Two weeks ago	9,934	11,772	29,270	51,824

HIDE AND SKIN MARKETS

(SHOE AND LEATHER REPORTER)

Chicago.

PACKER HIDES quiet. No business passing in this market as far as can be learned. Additional movement noted in N. Y. spreads, one seller moving last quarter at 25c and another selling September to January at 25½c. Three local small killers sold 30,000 all weight cows and steers at 18½c, in one instance dating back through August and all including Octobers. Brands, 16c. Other deals pending. Native steers quoted 22½@23c; Texas butts, 20½@21c; Colorados, 19½@20c; branded cows, 16½c; heavy cows, 20½c; lights, 18½@19c; nat. bulls, 16½c; brd., 14@15c.

COUNTRY HIDES.—Action in country hides is still confined to small limits because of the small stocks and the high prices asked. Tanners are usually half a cent under the ideas of sellers on the entire list and for all qualities. Sellers feel sure of their position on the market because of the meager stocks and the improving leather situation. The situation develops itself into a test of strength between buyers and sellers. Local sellers continue to talk 14½ and 16½c for middle and light weight hides and buyers are endeavoring to purchase at even money in both cases. The situation in the originating sections is strong in tone with business moderate because of high prices. Tanners and larger distributing dealers are endeavoring to secure all weight hides at not over 14½c delivered basis, but meet with little success as most transactions are on the asking basis of 14½@15c delivered basis for seasonable goods. Heavy steers here quoted at 14@15c nominal; heavy cows and butts quoted at 14@

14½c for business; extremes quoted at 16@16½c here. Outside lots in the better sections, such as Ohio, Michigan and similar, quoted up to 17c still asked and rumored paid. Branded country hides quoted steady at 12@13c flat basis nominal; country packers at 14@16c; bulls, 11½@12½c; country packers at 14@15c and glue hides at 8@9c.

NORTHWESTERN HIDES.—Business is reported in Twin Cities all weight hides at 15c, containing a sprinkling of grubs, but all short in hair. A car of butts and heavy cows moved at 14½c delivered Chicago basis of strictly seasonable quality. Light hides are held for 16½c. A couple of cars of outside, Minnesota, butts and heavy cows sold at 14c delivered basis of seasonable description. Hides in the Northwest are somewhat scarce and dealers value them highly on this account. Bulls quoted at 11½@12c; kipskins ranged recently at 15½@19c and calfskins at 16½@20c for kinds; outside for cities. Horse quoted \$4.50@5.00 nominal.

CALF SKINS quiet. No new business passing as far as can be learned. There is a good inquiry and demand for skins of the better sort suitable for production of the colored leathers, men's weights particularly, and business is being done from time to time at steady prices. Tanners refuse to follow an advancing situation, claiming the leather market does not warrant same. They appear willing to take on all skins at going levels, however. Packer skins, 23c last paid and asked; cities, 21½@22c last paid for straight weights. Nothing now offered. Heavies recently topped 22½c for 10@15 lbs. stock. First salted outside city skins quot-

ed variously at 20@22c paid and asked as to weights and descriptions. Resalted lots of cities quoted 18@20c and countries down to 16½c; deacons, \$1.00 last paid; kipskins quoted steady at 21c last paid for packers and 20c for cities; sellers are asking a cent appreciation owing to popularity of leather from such skins and scarcity of same. Resalted lots quoted 15½c for countries to about 19c for the outside city varieties.

DRY HIDES.—Western all weight hides quoted 18@20c asked with stocks rather limited.

HORSE HIDES slow. Demands are not brisk. Fresh heavy average renderer hides quoted \$5.25@5.50 for business and \$5.75@6.00 occasionally asked; mixed lots, \$4.77@5.25; countries, \$4.00@4.50; aged, \$5.50 paid.

SHEEP PELTS.—Packer lambskins sold at \$2.05@2.10@2.15 as noted earlier in the week, clearing the market of surplus holdings; sheepskins sold at \$1.70; dry pelts quoted 25@27c; sellers endeavor to obtain 30c; pickled skins range at \$5.00@6.00 for current packer slats.

HOGSKINS.—Country run, 10@25c; rejects, half; strips, 5@5½c.

New York.

PACKER HIDES.—Nothing new has transpired since the movement in approximately 45,000-50,000 last quarter spready steers at 25c, with two cars of current stock realizing 25½c. There are reports current that regular natives advanced to 22½c, but confirmation is still lacking. A line of Brooklyn natives sold at 20c, and narrow spreads, 6 ft. 2 in. to 6 ft. 6 in. were included at 23c. New York brands are talked strong in line with

(Continued on page 197.)

CHICAGO HIDE QUOTATIONS.

(Special Report to The National Provisioner from J. F. Nicolas.)

Chicago, Oct. 14, 1922.—Quotations on hides at Chicago for the week ending Oct. 14, 1922, with comparisons, are as follows:

PACKING HIDES.			
	Week ending Oct. 14, '22.	Week ending Oct. 7, '22.	Cor. week, 1921.
Spread native steers	@26c	@26c	17 @17½c
Heavy native steers	22½@23c	22½@22½c	14 @14½c
Heavy Texas steers	20½@21c	@20½c	@14c
Heavy butts	@20½c	@20½c	13½@14c
Heavy Colorado steers	19½@20c	@19½c	12½@13c
Ex-Light Texas steers	18@18½c	16 @18½c	6 @7c
Branded cows	16 @16½c	16 @16½c	10 @11c
Heavy native cows	@20½c	@20½c	13 @13½c
Light native cows	18½@19c	@19c	@12c
Native butts	14½@15c	@15c	7½ @8c
Branded butts	14½@15c	14½@15c	6 @6½c
Calfskins	22 @23c	21 @22c	20 @21c
Kip	20 @21c	20 @21c	16 @17c
Slunks, regular	\$1.00 @1.00	\$1.00 @1.00	\$1.10@1.15
Slunks, hairless	.45 @.50c	.45 @.50c	.35 @.40c
Light native, butts, Colorado and Texas steers,			1c per lb. less than heavies.

CITY AND SMALL PACKERS.

	Week ending Oct. 14, '22.	Week ending Oct. 7, '22.	Cor. week, 1921.
Natives, all weights	18 @18½c	18 @18½c	11½@12c
Bulls, natives	15 @15½c	15 @15½c	6 @7c
Branded hides	15 @16c	15 @16c	7 @8c
Calfskins	21 @22c	20 @21c	19 @20c
Kip	19 @20c	19 @20c	15 @16c
Light calf	\$1.15@1.25	\$1.15@1.25	\$1.25@1.30
Slunks, regular	\$0.90@1.00	\$0.90@1.00	\$0.90@1.00
Slunks, hairless	.40 @.45c	.40 @.45c	.30 @.35c

COUNTRY HIDES.

	Week ending Oct. 14, '22.	Week ending Oct. 7, '22.	Cor. week, 1921.
Heavy steers	14 @14½c	14 @14½c	@ 7½c
Heavy cows	14 @14½c	14 @14½c	@ 7½c
Butts	14 @14½c	14 @14½c	@ 7½c
Extremes	15½@16½c	15½@16½c	10½@11c
Bulls	@11c	@11c	5 @5½c
Branded	11 @12c	11 @12c	4½@5c
Calfskins	17 @18c	17 @18c	14 @15c
Kip	16 @17c	16 @17c	12 @13c
Light calf	\$1.10@1.15	\$1.10@1.15	\$1.15@1.25
Deacons	\$0.90@1.00	\$0.90@1.00	\$0.95@1.05
Slunks, regular	.50 @.60c	.50 @.60c	.40 @.50c
Slunks, hairless	.25 @.30c	.25 @.30c	.20 @.30c
Horsehides	\$4.50@5.00	\$4.50@5.00	\$2.50@3.00
Hogskins	.15 @.20c	.15 @.20c	.15 @.20c

Prices quoted are f. o. b. Chicago or Chicago freight equalized, for straight carloads or more to tanners. Dealers' prices range ½@2c per lb. less.

Stocks and Distribution of Hides and Skins

Stocks of hides on August 31, 1922, are shown in the following figures reported by the U. S. Bureau of the Census compiled from returns made by 4,746 manufacturers and dealers:

DOMESTIC—PACKER, GREEN SALTED.

	Stocks on hand or in transit Aug. 31, 1922—				Stocks disposed of during August, 1922.
	Total.	Light.	Medium.	Heavy.	
Cattle, total, hides	2,827,315	455,255	846,464	731,304	1922.
Steers, total, hides	1,400,938	156,203	370,792	512,492	361,451
Branded, hides	631,887	46,357	163,780	254,456	167,294
Unbranded, hides	769,051	109,346	207,012	258,036	194,157
Cows, total, hides	1,101,114	264,414	402,993	148,445	285,262
Branded, hides	528,576	26,580	125,716	38,119	139,961
Unbranded, hides	572,538	237,834	279,277	110,326	145,301
Bulls, total, hides	133,839	21,968	22,348	44,497	45,026
Branded, hides	25,236	237	3,371	11,846	9,782
Unbranded, hides	108,603	21,731	18,977	32,651	35,244
Mixed, hides	191,424	12,670	50,331	25,990	102,463
Calf and kip, total, skins	834,485	232,301	.....	.....	337,863
Calf, skins	699,068	232,301	.....	.....	202,446
Kip, skins	135,417	.....	.....	.....	135,417
Sheep and lamb, total, skins	3,088,827	.....	.....	.....	3,088,827
Wool skins, skins	434,321	.....	.....	.....	434,321
Shearlings, skins	429,088	.....	.....	.....	429,088
Without wool (pickled), skins	2,225,418	.....	.....	.....	2,225,418

DOMESTIC, OTHER THAN PACKER, AND FOREIGN.

	Stocks on hand Aug. 31, 1922.		Stocks disposed of during August, 1922.	
	Domestic.	Foreign.	Domestic.	Foreign.
Cattle—green salted, total, hides	1,128,110	421,583	453,245	120,909
Steers, hides	56,867	229,082	19,552	20,666
Cows, hides	469,184	83,390	132,780	15,748
Bulls, hides	39,606	2,501	10,826	2,446
Mixed cattle, hides	562,453	106,620	290,066	82,040
Cattle—dry salted, hides	298,877	668,722	61,963	82,996
Buffalo—dry or dry salted, hides	.....	164,625	.....	5,206
Cattle and kip, foreign tanned, hides and skins	70,971	.....	.....	906
All other foreign tanned, skins	88,421	.....	.....	8,935
Calf, total, skins	1,991,522	892,315	521,029	442,948
Green salted, skins	1,881,291	590,045	490,946	290,962
Dry or dry salted, skins	110,231	302,272	30,083	151,986
Kip, total, skins	305,163	447,963	90,812	59,882
Green salted, skins	281,730	28,600	81,004	1,976
Dry or dry salted, skins	83,433	419,363	9,808	57,906
Horse, colt, ass, and mule—dry or green salted:				
Hides, hides	99,905	13,200	21,701	1,603
Fronts, whole fronts	25,756	49,760	3,841	.....
Butts, whole butts	191,979	142,478	7,624	3,156
Shanks, shanks	22,570	2,280	20,800	240
Splints, pickled, pieces	143,231	.....	97,900	21,960
Goat and kid, skins	187,205	9,009,466	84,267	1,109,463
Cabretta, skins	.....	662,534	.....	21,968
Sheep and lamb, total, skins	2,832,307	5,375,130	795,942	1,174,897
Fleischers, pieces	830,005	735,176	192,313	283,602
Shearlings, skins	46,080	79,787	33,224	44,022
Without wool—pickled, skins	1,715,521	4,542,516	456,545	841,171
Without wool—dry, skins	204,791	15,651	113,860	6,060
Skivers, pieces	485,673	1,306,085	.....	285,087
Fleischers, pieces	58,441	335,187	.....	102,552
Kangaroo and wallaby	.....	363,854	.....	2,199
Deer and elk, skins	1,853	175,806	1,893	30,917
Pig and hog, skins	104,048	1,495	18,480	.....
Pig and hog strips, pounds	344,816	.....	92,116	.....
Seal, skins	50	99,527	1,415	.....

ICE AND REFRIGERATION

ICE NOTES.

Powell & Powell, Inc., Raleigh, N. C., have increased their capital to \$150,000.

W. E. Minges, Jr., and John M. Kennedy have organized a new ice and cold storage company at Greeneville, Tenn.

The Centennial Ice & Coal Co., Birmingham, Ala., is contemplating installing a new plant.

The Palmetto Ice Co., Palmetto, Fla., will shortly increase its plant capacity.

Geo. R. Edwards, McCool, Miss., is planning to establish a new ice plant.

J. P. Kemmeter will shortly move his plant from Higginsport, O., to Maysville, Ky., and will make additions to the plant.

The Arizona Ice and Cold Storage Co.,

Tucson, Ariz., will soon erect a plant to cost about \$125,000.

The Rubel Coal and Ice Corporation, Ozone Park, L. I., will soon construct a new ice plant.

ST. PAUL LIVESTOCK MARKETS.

(Continued from page 194.)

ago. In spite of the lighter receipts dullness has featured the trade, the shortage of livestock cars for outbound shipments being the chief depressing factor. However, the extreme bearishness of packers on the lower grades of killing classes which make up practically all of the receipts here has also contributed its share to the dullness of the market. While prices

for the most part are not quotably lower than a week ago most grass cattle are selling at the lowest levels of the year.

Good and choice dryfed beef steers are quotable from \$8.75 to around \$12.00 although practically none have been here the past week. A limited number of the best grass-fat beefs have sold from \$7.00 up to \$8.50 with bulk being of the common grade, going at \$5.50@6.75, a few as low as \$5.00.

Best grass-fat heifers have been scarce and have sold from \$6.00@6.50 with a like kind of young cows from \$5.00@5.50 and bulk of grass-fat butcher she stock \$3.25@4.50.

Canners sold largely at \$2.25@2.50, cutters \$2.75@3.00. Bologna bulls held practically steady all week, this class selling from \$3.00@3.75 with bulk at \$3.25@3.50.

Prices of veal calves are 75c@1.00 lower compared with a week ago, best lights selling today at \$8.75 for the most part, a few up to \$9.25, seconds largely \$5.00@5.50.

The run of 11,000 hogs that arrived made the total for the week to date about 27,000, compared with about 32,000 same period last week and 27,000 the corresponding period a year ago. Last week's average weight of 216 lbs. for packers' and shippers' droves was the lightest for the year to date and the average weight this week so far is running even lighter than last week. The market on light weight hogs has been somewhat uneven but bulk of such kinds selling today at \$9.25 were practically steady with a week ago.

Good and choice 200 to 250-lb. butchers quotable from \$9.00@9.25, heavier butchers of medium to choice grade from \$8.25@9.00 are also about steady with a week ago. Packing sows have gained about 25@40c during the week, bulk selling today at \$7.50@7.75, with a considerable number of medium weight sows up to \$8.00 or slightly above.

Fat lambs selling here are largely of native and Dakota origin and bulk of these today at \$12.25 were 50c lower than a week ago. Fat ewes have sold to packers largely at \$3.50@5.25, with fleshy ewes for breeding purposes largely from \$5.50@6.50.

LIVESTOCK RECEIPTS COMPARED.

(Continued from page 178.)

Monthly receipts of sheep at eight markets:

	Average 1909-1914.	1920	1921	1922.
January	959,833	968,948	1,045,145	1,049,108
February	839,667	897,442	934,296	839,777
March	890,500	845,129	1,112,694	904,281
April	788,500	757,250	960,410	680,803
May	732,333	655,518	873,515	793,792
June	755,000	744,049	845,252	769,657
July	825,000	1,011,685	793,600	812,754
August	1,170,166	1,467,979	1,353,877	933,144
September	1,866,166	1,762,385	1,539,322	1,160,246
October	2,086,333	1,768,383	1,726,319	.....
November	1,417,333	1,445,048	1,142,117	.....
December	976,667	872,111	865,841	.....

The markets included are Chicago, Kansas City, Omaha, St. Louis, St. Joseph, St. Paul, Sioux City, Denver.

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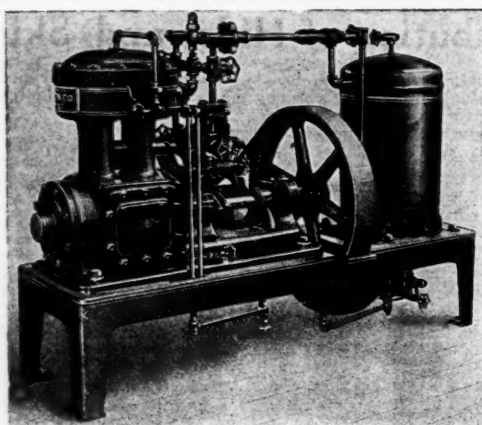
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Richmond—Bowman Transfer & Storage Co.
Rochester—Rochester Carting Co.
Savannah—Savannah Brokerage Co.
San Francisco—Mailiard & Schmiedell.
Toledo—Moreton Truck & Storage Co.; G. H. Weddle & Co., 57 Walbridge Ave.
Washington—Littlefield, Alford & Co.

NEW YORK HIDE MARKETS.

(Continued from page 175.)

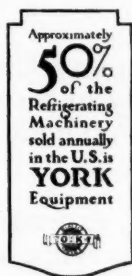
strength in the west. Butts are quoted 20c asked and Colorados 19c; cows, 18@19c asked; bulls, 16c asked.

SMALL PACKER HIDES—No additional business noted, there being a lull in the offerings of current kill and older hides generally being absorbed. Late sales of native steers were effected at 20@20½c and in cows at 18c. Bulls made 15c, involving several cars; brands, 14@16c.

COUNTRY HIDES—A strong undertone continues to the situation in country hides but action is restricted by reason of the small offerings and the high prices asked therefor; tanners still hesitate to operate freely except at their views, even though the situation as regards leather is showing continual improvement. Best section extremes are held for 17c and reports are current of bids at 16½@16¾c being rejected. Western extremes are quoted at 16½c firmly talked and buyers' views at 16c. Southern lots range at 14@15½c for countries and up to 17c for abattoirs. New York and New England lights lately sold at 15½c flat for countries and 16c for mixed descriptions. Penn extremes, 16½c asked and bids at 16c rejected. Buff weights are ranged at 14@15c, with outside talked for Ohio and similar sections.

IMPORTED WET SALTED HIDES—Additional strength is noted in frigorifico descriptions of stock on a small amount of business. Movement is limited by reason of the meager holdings. A lot of 2,000 Artigas frigorifico steers sold at the new price of \$60.25, or close to 24c landed basis. The Artigas steers are of Montevideo origin. B. M. types last sold at \$58.50 basis for standard brands. A lot of 2,000 La Blanca light average 20 kilos steers sold at \$54.00. Two thousand Anglo cows sold at \$45.00, registering a dollar advance and later 2,500 more cows sold at \$46.60, being an additional dollar advance. Frigorifico type hides are well sold up to the first of the month. About 5,000 washed B. M. city matadero cows and steers, evenly mixed, sold at 17¾c; other sales in similar hides recently, lighter averages noted at 18¾@19c. Common wet salted South American hides range at 9½@12c for descriptions. Spot stocks continue meager and firmly held.

CALFSKINS strong. New York City light calf sold at \$1.55. Three weights held at \$1.55@2.45@3.45 now. Outside skins, \$1.40 basis paid; countries and mixed range at \$1.10@1.25 on lights. Untrained skins steady at 20@23c for cities; kip, \$4.00 for lights, and \$4.75 for heavies asked. Large sales B. M. dry Nonats, 14¾@15½c; now asking 15½c firmly.



Evidence of Merit

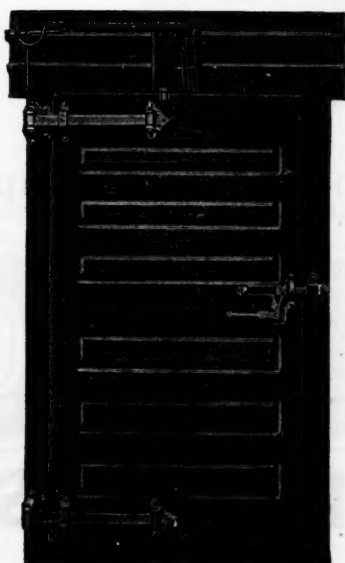
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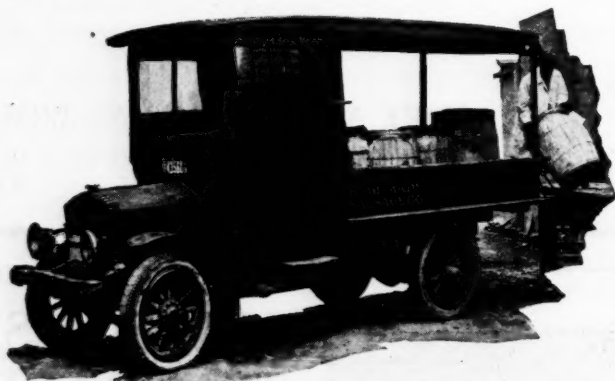
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GARFORD

DEPENDABLE TRANSPORTATION

Facts Distorted in Stock Yard Case Comment

In a recent issue THE NATIONAL PROVISIONER printed a statement issued by Armour & Company commenting upon the decision of the Secretary of Agriculture in the Mistletoe Yards case, in which these yards were declared to be private yards. The Armour statement was a complete and hearty acceptance of the decision. THE NATIONAL PROVISIONER printed it as a news item, without comment.

Nevertheless the "Daily National Live Stock Reporter" of East St. Louis, a very excellent daily livestock market newspaper, prints a leading editorial in which it apparently attempts to place both Armour & Company and THE NATIONAL PROVISIONER in a false light with respect to this matter. The possible reason for this attitude is intimated in the last paragraph of the following reply which Armour sent to the newspaper, and which THE NATIONAL PROVISIONER here reproduces, as it reproduced the original Armour statement, as a matter of news:

Chicago, October 3, 1922.

Editor, The Live Stock Reporter,
National Stock Yards, Ill.

Your issue of September 15 contains an editorial entitled "Armour Pleased With Decision," that does Armour and Company an injury because of the unjust and improper inference that your editorial writer has made in discussing the Mistletoe Stock Yards decision.

When the Secretary of Agriculture announced his findings in the case, Armour and Company expressed immediately their full acceptance of the Secretary's rulings that were based on those findings. One order which the Secretary of Agriculture entered was that while the Fowler Packing Company had every right to designate shippers who should have the exclusive privilege to ship hogs to the Mistletoe Yards from certain shipping points, those shippers should not have any restriction placed on their activities in each other's territory.

We stated that we would conform to that order so far as we possibly could. In your editorial, you attempt to give your readers the idea that Armour and Company would ignore that order of the Secretary because of what you call "the qualifying clause, 'so far as they possibly can.'"

Armour and Company will have no such thing as a favorite shipper in any territory or district. Should any shipper protest that another one is encroaching upon his territory, the protest will be absolutely ignored. Nothing whatever but competition, so far as we are concerned, will govern the action of shippers in each territory, or in each other's territories. We used the qualifying clause in our original statement because shippers are human beings and it is impossible for us to control them as we would control machinery.

It is entirely possible that two shippers could, of their own volition and without our knowing it, make such an arrangement as the Secretary objects to. Unless we were cognizant of that arrangement, it would be beyond the realm of human possibilities for us to obey the order. The qualifying phrase, "so far as we possibly can," means that we will use every possible effort to prevent the disobedience of the Secretary's order on the part of any shipper to the Mistletoe Stock Yards. We are going to obey the order in spirit as well as in letter.

Jumped at Conclusions.

Your editorial also jumped to the conclusion that Armour and Company are go-

ing to refuse to feed all hogs that are shipped to them, and that there is some "buck" that we desire to pass back to the Government in that connection. There are some shipments which, due to geographic conditions, we feel must be fed, and because of our desire to eliminate any chance of discrimination and to obey the Secretary's order relative to feeding, we are now engaged in an effort to get a more detailed ruling by the Secretary, permitting us to feed hogs shipped from certain like points.

The evidence at the hearing on the Mistletoe Yards showed that the difference in shrink between hogs shipped from nearby points and fed upon arrival and those that were not fed, but watered only, was negligible—not worth the price of the corn which it took to fill them. We don't want to feed those hogs, for operating reasons, but we do want to feed hogs that come from distant points, for humane reasons. In any event, we are going to do just exactly what the Secretary tells us to do.

But you, in your editorial, jump to the conclusion that we want to use that portion of the Secretary's ruling as an alibi, again drawing an unjust inference and giving your readers unjust grounds for forming an adverse opinion about Armour and Company's desire to co-operate, not only with the Government, but with the producers.

Of course, we understand that the "Live Stock Reporter" obtains the greatest measure of its support from live stock commission men, who feel that it is to their interest to have such yards as the Mistletoe Yards abolished. Knowing that, we don't expect any editorial expression from you in an effort to correct the wrong that you have done us. Nevertheless, we do want you to be possessed of the facts about our acceptance of the rulings of the Secretary of Agriculture in the case in question.

Very truly yours,
ARMOUR AND COMPANY.

TEACH EMPLOYEES AT NIGHT.

In order to aid any employees who wish to get a thorough knowledge of branches of business which would be of benefit in their practical work in the packing industry, several packers have installed courses of instruction which are given in some convenient place after business hours, for example from 5:10 to 6:10 p. m. Among the packers which give this advantage to their employees is Swift & Company, who have recently started their evening educational courses for the winter.

These courses are intended for ambitious employees of any age who are sufficiently interested in self-improvement to be willing to put some time and effort into study and to make such adjustments of other engagements as will permit of regular attendance. No one is under any obligation whatever to register for any course, but those who do register will be expected to carry the work through to its conclusion unless prevented from doing so by some cause which is of real importance.

To all who successfully complete one or more courses a certificate will be given, a duplicate of which will be filed with the the Employment Department.

The courses which are offered are as follows: Commercial law, advanced commercial law, economics, marketing, physics, packinghouse operation, rapid calculation.

BRITISH MEAT IMPORT SOURCES.

The quantities by country of origin of the meats, fresh and cured, imported into Great Britain in the first six months of this year with comparisons for the same periods of 1921 and 1920 have been compiled by the Industrial and Development Council of Canadian Meat Packers in an interesting table from returns made by the British Board of Trade and the quantities are in hundredweights of 112 pounds:

Fresh Meat and Bacon.				
	Beef.	Mutton.	Pork.	Bacon.
United States	23,232	.....	1,000	1,237,402
Uruguay	547,024	78,228	.....	.....
Argentina	3,857,540	947,701	32,449	.....
Australia	353,022	485,950	.....	.....
New Zealand	253,876	1,594,238	.....	.....
Denmark	61,990	.....	.....	1,095,507
Canada	.....	.....	.....	316,827
Holland	37,964	.....	270,553	.....
Oth. countries	63,856	65,314	12,340	150,751

Half yr., '22	4,961,449	3,209,383	325,351	2,809,487
Half yr., '21	6,592,593	3,628,462	301,261	2,833,641
Half yr., '20	4,158,073	3,621,186	163,577	2,939,911
Half yr., '14	5,059,379	3,146,719	446,308	2,602,087

The values of the imported meat products, converted at a nominal rate of \$4 to the pound sterling, were as follows:

Values.			
	1922.	1921.	1920.
Beef	\$ 58,623,675	\$131,071,375	\$ 95,610,825
Mutton	60,617,920	81,601,275	75,777,595
Pork	7,937,715	9,562,210	5,492,635
Bacon	83,088,405	118,571,760	130,786,540
Totals	\$210,267,915	\$340,806,620	\$307,467,595

In 1914 the total under these four heads was \$131,844,185.

Imports of bacon and hams for the first half of this year show an increase over the first half of 1921. The returns as given by the Department of Trade and Commerce, Ottawa, show a considerable change in these two subdivisions of large pork products. There is a large increase of bacon from Denmark, a slight decrease from the United States and a decrease from Canada over the half-yearly period. But there is a sevenfold increase in the imports of Canadian hams, while this trade has almost doubled for the United States seller. The quantities imported for the six months ending June 30 were:

Bacon.			
	(Cwts. of 112 lb.)		
	1921.	1922.	
Total	2,833,641	2,809,487	
Denmark	831,933	1,095,507	
United States	1,261,702	1,237,402	
Canada	491,740	316,827	

Hams.			
	1921.	1922.	
Total	420,534	755,038	
United States	386,064	609,733	
Canada	29,861	208,221	

A return by the British government shows that the imports of live cattle, for slaughter within ten days at port of entry, for the first half year of 1922 were as follows:

	Cattle.	No.
United States	24,876
Canada	6,458
Total	31,334
The value of the cattle was £1,035,068.		

HIGHEST QUALITY—LOWEST PRICE

INK

MEAT BRANDING

INK

HAY INK MFG. CO.
826-13th. St. Washington, D.C.

Chicago Section

Packers' purchases of livestock at Chicago for the first four days of this week totaled 38,692 cattle, 8,156 calves, 82,041 hogs, and 50,562 sheep.

Swift & Company's sales of carcass beef in Chicago for the week ending Saturday, October 7, 1922, for shipment sold out, ranged from 8.00 to 18.50 cents per pound, averaged 11.98 cents per pound.

Edgar R. Adler, U. S. Yards, Chicago, has been appointed Mid-West representative of the West End Chemical Company, Oakland, Calif., of which F. M. Smith, known to the trade as "Borax Smith," is the president.

H. N. Samuels, the well known specialist in provisions, has entered the brokerage business of his own with an office at 526 Postal Telegraph building. Mr. Samuels has been identified with the packing industry for some thirty years and recently has been associated with Hatley Bros.

The Paterson Parchment Paper Co., Passaic, N. J., has opened an office at 711 Bal-four building, San Francisco, Calif., which is in charge of Walter J. Cox. Mr. Cox has been assistant to R. B. Harbison, western sales manager at Chicago and is conversant with packers' requirements for parchment paper.

Provision shipments from Chicago for the week ending Saturday, October 7, 1922, with comparisons, were as follows:

	Past week.	Previous week.	Last year.
Cured meats	13,527,000	13,238,000	16,826,000
Lard	9,642,000	11,902,000	12,253,000
Fresh meats	22,606,000	23,309,000	25,440,000
Pork	4,000	5,000	5,000
Canned meats	17,000	18,000	22,000

CHICAGO COUNCIL AIDS RETAILER.

The Meat Council of Chicago has recently sent out to more than 6,000 Chicago

meat retailers, which they are urged to distribute to their customers. There is also sent with each recipe booklet a small leaflet which tells a good way to sell ham. It advises the selling of half hams. The retailer is shown that he can make a good profit by selling 3 or 4 medium slices out of the center at regular prices and selling the two halves at little over cost.

The recipe booklet tells the customer

Meat Trade Movies—No. 14



THE PACKINGHOUSE ISN'T ALL!

When Gustav Bischoff, Jr., gets home from the plant this is the way he forgets his troubles. And there isn't a more beautiful garden or a better gardener in all Saint Louis!

on the cover that he or she should buy half a ham, either half, and save money. It goes on to say: "You can buy ham enough to bake—and then have some left over for such dishes as stuffed peppers, ham hash, ham and noodles, etc.—for only a trifle more than it would cost you to buy a single slice for one meal only.

"Half a ham is a good buy. You get

not only ham enough to bake or boil, but also a slice or two besides, which would ordinarily cost you quite a bit more on the pound.

"It is economical and convenient to buy half a ham."

MEAT SUPPLIES IN SEPTEMBER.

Receipts of livestock at nine leading markets for the month of September 1922, with comparisons for September 1921 are officially reported as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Chicago	263,406	55,278	497,978	322,195
Kansas City	322,380	83,920	157,218	164,892
Omaha	173,062	22,580	195,018	290,594
St. Louis	125,540	49,941	253,963	48,235
Sioux City	72,016	6,083	126,685	22,387
St. Joseph	69,486	15,153	141,988	61,807
St. Paul	115,336	31,453	114,377	65,908
Wichita	29,316	12,847	25,873	8,743
Denver	47,178	7,455	18,227	175,228
Tot. Sept., '22	1,218,309	284,710	1,531,327	1,168,989
Tot. Sept., '21	907,752	206,124	1,100,566	1,329,963

Receipts of livestock at nine leading markets for the nine months' period ending September 1922, with comparisons, are officially reported as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Chicago	2,204,644	589,880	5,821,665	2,755,759
Kansas City	1,615,884	319,101	1,822,476	1,161,682
Omaha	1,144,353	80,735	2,228,908	1,797,367
St. Louis	677,224	248,183	2,549,922	502,193
Sioux City	503,085	36,034	1,457,578	129,327
St. Joseph	380,347	78,821	1,452,998	542,316
St. Paul	597,183	341,840	1,611,946	262,676
Wichita	229,645	40,278	415,091	56,514
Denver	364,132	37,920	303,985	837,717
Tot. 9 mos., '22	7,707,699	1,762,812	17,664,509	8,945,541
Tot. 9 mos., '21	6,604,983	1,553,736	17,018,991	9,513,833

Slaughters at eight leading markets for the month of September 1922, are officially reported as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Chicago	176,779	49,771	394,502	290,856
Kansas City	110,213	39,806	118,222	90,028
Omaha	70,376	4,895	158,429	134,684
Sioux City	19,030	5,821	73,638	17,292
St. Joseph	15,061	8,692	118,423	46,797
St. Paul	39,212	29,229	96,549	42,870
Wichita	6,466	2,966	23,052	8,892
Denver	8,641	1,447	17,722	15,153
Tot. Sept., '22	465,778	140,624	1,000,537	548,574
Tot. Sept., '21	363,508	113,951	955,009	657,974

Slaughters at six leading livestock centers for the nine months ending September 1921 are officially reported as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Chicago	1,225,300	569,482	4,431,321	1,968,710
Kansas City	754,725	206,527	1,390,088	763,935
Omaha	657,463	22,622	1,672,337	1,056,184
St. Louis	192,793	33,681	922,681	101,381
St. Joseph	233,839	45,890	1,182,875	443,495
St. Paul	39,212	29,229	96,549	42,870
Wichita	80,632	11,829	289,510	116,299
Denver	80,632	11,829	289,510	116,299
Tot. 9 mos., '22	3,144,774	840,031	9,888,813	4,450,004
Tot. 9 mos., '21	3,057,419	832,567	9,812,898	5,958,441

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Pine & Munnecke Co.
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References
 Armour & Company
 The Cudahy Packing
 Co.
 Austin Nichols &
 Co.
 New York Butchers
 Dressed Meat Co.
 Joseph Stern & Sons,
 Inc.
 Manhattan Veal &
 Mutton Co.
 United Dressed Beef
 Co.



The DRAKE

Chicago's
"City Beautiful" Hotel

Lake Shore Drive and
Upper Michigan Ave.

IT was a distinct pleasure for THE DRAKE to entertain for the second time the convention of the Institute of American Meat Packers. As a result of this meeting of able men representing the interests of one of our most fundamental industries, the business world at large took note of a fervent optimism that cannot help but be beneficial to the nation's prosperity. The convention was harmonious and successful; it was a gathering THE DRAKE was proud to serve. We heard expressions of satisfaction with arrangements that naturally pleased us.

CHICAGO MEAT TRADE CONDITIONS.

The weekly review of meat trade conditions at Chicago by the United States Bureau of Markets is as follows:

With lower temperatures, the week's fresh meat trade opened with a good demand at prices generally steady with last week's close, with the exception of some lower spots on carried-over stock. Favorable weather prevailed throughout the week, and, while supplies looked quite liberal at times, they proved to be well proportioned to the demand.

Assortments of steer beef were good, all grades being represented. However, medium and good steers selling from \$15 to \$16.50 were in the majority. Choice steers selling from \$17 to \$18 were plentiful, with an occasional sale reaching \$19. Heifers were numerous among the steer lots. Common steers, most of which were range grassers, were hard to move unless carrying good weight, with the light end selling mostly as cutters. With the exception of a scarcity of good cows, the she-stock supply carried good assortment. Light weight medium heifers were more plentiful, which sold well in proportion to other classes. Hard-boned grass cows formed a good portion of the offerings and were practically all sold to the boner trade. A slight improvement in demand for bologna bulls kept the moderate offerings moving at prices practically unchanged from a week ago. Under a fairly good demand kosher beef prices held generally steady on steers, with some decline on cow chucks. While prices on all beef cuts were somewhat uneven, a slight improvement in general is noticeable for the week.

Slack of demand caused a slow movement of the fairly liberal offerings of veal. Quality ran largely to the lower grades, the bulk of which were Fort Worth calves. Demand gradually centered on handy-weight native of choice quality, which

scored an advance of \$1 toward the week end, while other grades held practically unchanged from a week ago.

With liberal supplies of lamb and a slow demand, prices showed considerable unevenness throughout the week, with prices gradually seeking lower levels, with declines of \$1 to \$2 from values of a week ago.

While the demand was sufficient to keep the moderate supplies of mutton moving, prices on good sheep show a \$1 lower top, while all other grades are unchanged from a week ago.

Owing to liberal carryover of pork from last week, prices showed considerable unevenness the first part of the week. However, prices on fresh cut stock held steady to strong throughout the week, with slight advances noticeable toward the week's end, when the demand strengthened and supplies decreased.

Compared with last Friday, steers and cows steady to 50c lower, bulls steady to 25c lower, veal steady to \$1 higher, lamb \$1 to \$2 lower and mutton steady to \$1 lower. Pork loins strong to \$1 higher, shoulders steady to 50c lower, picnics unchanged, Boston butts 50c higher and spareribs \$1 to \$2 higher. With the exception of a light carryover of late arriving pork, the general cleanup will be good.

TOLEDO COUNCIL PROGRESS.

At the last meeting of the Toledo Meat Council, Ernest Leirer prepared a black-board demonstration on cost price and selling price of meats which brought out considerable discussion. The following is a copy:

COST PRICE.	
Front, 150 lbs. at 12c.....	\$19.08
Plate, 35 lbs. at 8c.....	2.64
Shank, 11 lbs. at 4c.....	.44
Rib roast, 27 lbs. at 17c.....	4.59
Chuck, 88 lbs. at 13c.....	11.44
	\$19.11
SELLING PRICE.	
Plate, 31 lbs. at 10c.....	\$ 3.10
Shank, 6 lbs. at 9c.....	.54

Rib roast, 27 lbs. at 22c.....	6.68
Rib roast rolled, 20 1/2 lbs. at 33c.....	6.68
Chuck, 57 lbs. at 19 1/4 c.....	11.06
Neck, 17 1/2 lbs. at 18c.....	3.15
Trimming, 15 lbs. at 9c.....	1.35
Waste, 12 lbs.....	
	\$25.88
Cost	19.08

Gross profit.....\$ 6.80

The secretary described the coming Pure Food Show, which is to be held under the auspices of the Meat Council of Toledo and the Toledo Master Butchers' Association, at the Coliseum, November 6, 7, 8 and 9. One big feature of it is that they are practically all foods that play a part with the meat line in one way or another.

The domestic science department of the public school will be the judges on several exhibits that will be made in the baking and cooking contests.

The up-to-date market is creating a great deal of talk in the meat trade, which will exhibit the most up-to-date fixtures in fitting a market. To interest the ladies a \$250.00 diamond ring will be given as a prize in the popularity contest.

CHICAGO HOG PURCHASES.

Purchases of hogs by Chicago packers for the week ending Thursday, October 12, 1922, with comparisons, are reported to The National Provisioner as follows:

	Week ending Oct. 12, 1922.	Previous week, 1921.	Cor.
Armour & Co.....	11,500	12,800	11,200
Anglo-Amer. Provision Co.....	7,300	7,300	4,800
Swift & Co.....	10,500	12,800	8,634
G. H. Hammond & Co.....	6,400	8,200	5,372
Morris & Co.....	14,200	15,600	8,250
Wilson & Co.....	11,300	10,200	8,600
Boyd-Latham & Co.....	5,200	4,900	5,100
Western Pkg. & Prov. Co.....	9,300	7,500	10,600
Roberts & Oake.....	4,600	4,000	3,700
Miller & Hart.....	3,800	4,500	4,200
Independent Packing Co.....	4,800	4,900	4,600
Brennan Packing Co.....	5,300	5,700	5,400
Wm. Davies Co.....	2,800	1,200	.....
Agar Pkg. Co.....	1,800	1,800	.....
Others	8,000	8,100	7,500
Total	90,800	107,500	85,356

CHICAGO LIVESTOCK.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, Oct. 2	30,409	4,049	37,000	26,343
Tuesday, Oct. 3	12,168	3,332	25,819	18,485
Wednesday, Oct. 4	13,013	2,315	17,842	16,895
Thursday, Oct. 5	13,703	3,317	26,282	21,096
Friday, Oct. 6	5,291	1,340	16,621	10,376
Saturday, Oct. 7	2,000	500	5,000	2,000
Total for week	76,554	14,849	129,568	95,195
Previous week	75,165	17,164	127,769	84,115
Year ago	57,157	11,541	119,131	133,218
Two years ago	61,764	10,691	84,354	120,612

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, Oct. 2	3,867	288	3,404	5,507
Tuesday, Oct. 3	4,799	240	1,833	5,081
Wednesday, Oct. 4	5,740	185	1,843	5,097
Thursday, Oct. 5	4,133	479	2,009	6,509
Friday, Oct. 6	4,585	413	2,607	10,620
Saturday, Oct. 7	500	100	1,500	500
Total for week	23,807	1,703	13,286	33,914
Previous week	23,151	2,224	18,207	27,745
Year ago	19,373	1,482	30,190	44,196
Two years ago	28,265	1,756	20,758	58,936

Receipts at Chicago for the year to October 7, 1922, with comparisons:

	1922.	Year.	1921.
Cattle	2,281,198	2,079,447	
Calves	614,729	602,173	
Hogs	5,951,233	6,041,706	
Sheep	2,850,954	3,590,278	
Horses	25,693	27,468	
Cars	203,051	201,357	

Total receipts of hogs at eleven markets:

	Week.	Year to date.
Week ending October 7	590,000	21,417,000
Previous week	519,000	21,417,000
Cor. week, 1921	423,000	21,594,000
Cor. week, 1920	353,000	21,788,000
Cor. week, 1919	414,000	23,838,000
Cor. week, 1918	404,000	23,030,000
Cor. week, 1917	343,000	19,730,000
Cor. week, 1916	457,000	22,183,000
Cor. week, 1915	384,000	19,865,000
Cor. week, 1914	421,000	17,574,000
Cor. week, 1913	443,000	19,044,000
Cor. week, 1912	350,000	19,524,000

Combined receipts at seven points for week ending October 7, 1922, with comparisons:

	Cattle.	Hogs.	Sheep.
1922	7,827,000	17,294,000	7,443,000
1921	6,732,000	16,781,000	9,044,000
1920	7,684,000	17,395,000	8,427,000
1919	8,647,000	19,521,000	10,605,000
1918	9,507,000	18,770,000	8,921,000
1917	8,073,000	16,107,000	7,542,000
1916	6,650,000	18,006,000	8,883,000
1915	5,745,000	15,104,000	8,366,000

Chicago packers' hog slaughter for week ending October 7, 1922:

Armour & Co.	14,100
Anglo-American	7,500
Swift & Co.	13,800
Hammond Co.	8,300
Morris & Co.	15,000
Wilson & Co.	12,000
Foy-Lanham	4,700
Western Packing Co.	9,100
Roberts & Oake	4,500
Miller & Hart	4,000
Independent Packing Co.	5,500
Brennan Packing Co.	6,100
Wm. Davies Co.	2,900
Others	12,000

Total

Previous week	120,100
Year ago	117,100
Two years ago	95,300
Three years ago	69,100

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week ending Oct. 7	\$10.65	\$8.95	\$6.20	\$13.80
Previous week	10.55	9.25	5.95	14.30
Cor. week, 1921	8.25	7.65	4.65	8.60
Cor. week, 1920	14.90	14.95	6.45	12.75
Cor. week, 1919	16.10	15.00	8.15	15.35
Cor. week, 1918	14.25	18.20	10.50	13.10
Cor. week, 1917	11.80	18.30	12.00	17.90
Cor. week, 1916	9.80	9.75	7.55	9.95
Cor. week, 1915	8.85	8.50	6.40	8.70
Cor. week, 1914	9.00	7.65	5.30	7.65
Cor. week, 1913	8.25	8.30	4.55	6.85
Cor. week, 1912	7.95	9.03	4.20	6.95
Cor. week, 1911	7.05	6.52	3.50	5.50

Average, 1911-1921

\$10.55	\$11.25	\$6.55	\$10.50
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Prices at Chicago, Thursday, October 12: CATTLE.

Beef Steers:	
Med. and heavy wt. (1,100 lbs. up)—	
Choice and prime	\$11.00@13.10
Good	9.00@11.00
Medium	7.25@9.00
Common	5.75@7.25
Light weight (1,100 lbs. down)—	
Choice and prime	10.80@12.60
Good	8.90@10.80
Medium	7.15@8.90
Common	5.50@7.15
Butcher Cattle:	
Helpers, common choice	4.75@9.15
Cows, common choice	3.65@8.15
Bulls, Bologna and beef	3.85@6.65
Canners and Cutters:	
Cows and helpers	2.65@3.65
Canner steers	3.50@4.25
Veal Calves:	
Light and med. weight, med. good and choice	7.50@11.00
Heavy weight, common choice	3.50@6.75

HOGS.

Top	\$9.65
Bulk of sales	\$8.15@9.60
Heavy weight (250 lbs. up), med. choice	8.65@9.55
Med. weight (200-250 lbs.), med. choice	9.25@9.50
Light weight (150-200 lbs.), com. choice	9.00@9.40
Light lights (130-150 lbs.), com. choice	8.90@9.15
Packing sows (250 lbs. up), smooth	7.80@8.50
Packing sows (250 lbs. up), rough	7.50@7.90
Killing pigs (130 lbs. down), med. choice	8.50@8.90

SHEEP.

Lambs (85 lbs. down), medium prime	\$12.25@14.00
Culls and common	8.50@12.00
Yearling wethers	8.50@12.00
Wethers, medium prime	6.25@8.50
Ewes, medium choice	3.50@6.75
Culls and common	2.00@3.75
Breeding ewes	4.50@11.00
Feeding lambs, medium choice	12.75@14.00

CHICAGO PROVISION MARKET

Official Board of Trade Range of Prices.

SATURDAY, OCTOBER 7, 1922.

	Open.	High.	Low.	Close.
PORK—(Per bbl.)—				
No trading.				
LARD—(Per 100 lbs.)—				
Oct.	\$11.50	\$11.50	\$11.47½	\$11.50
Jan.	8.30	9.42½	9.30	9.42½
May	9.60	9.70	9.60	9.70
RIBS—(Boxed 25c more than loose)—				
Oct.				10.75

MONDAY, OCTOBER 9, 1922.

	Open.	High.	Low.	Close.
PORK—(Per bbl.)—				
No trading.				
LARD—(Per 100 lbs.)—				
Oct.	11.55	11.55	11.40	11.50
Jan.	9.45	9.57½	9.42½	9.57½
May				9.72½
RIBS—(Boxed 25c more than loose)—				
Oct.				10.75

TUESDAY, OCTOBER 10, 1922.

	Open.	High.	Low.	Close.
PORK—(Per bbl.)—				
No trading.				
LARD—(Per 100 lbs.)—				
Oct.	11.45	11.45	11.37½	11.37½
Jan.	9.52½	9.52½	9.45	9.47½
May				9.75
RIBS—(Boxed 25c more than loose)—				
Oct.				10.75

WEDNESDAY, OCTOBER 11, 1922.

	Open.	High.	Low.	Close.
PORK—(Per bbl.)—				
No trading.				
LARD—(Per 100 lbs.)—				
Oct.	11.25	11.25	11.05	11.20
Jan.	9.45	9.45	9.27½	9.32½
May	9.65	9.65	9.55	9.57½
RIBS—(Boxed 25c more than loose)—				
Oct.				10.75

THURSDAY, OCTOBER 12, 1922.

HOLIDAY—No Market.

FRIDAY, OCTOBER 13, 1922.

	Open.	High.	Low.	Close.
PORK—(Per bbl.)—				
No trading.				
LARD—(Per 100 lbs.)—				
Oct.	11.10	11.10	10.90	10.95
Nov.	10.05	10.07½	10.00	10.07½
Jan.	9.22½	9.30	9.22½	9.27½
March				9.40
May	9.50	9.55	9.47½	9.50
RIBS—(Boxed 25c more than loose)—				
Oct.	10.70	10.70	10.50	10.50

CHICAGO PORK QUOTATIONS.

Wholesale prices of cured pork and pork products per 100 pounds, for the week ending September 22, 1922, with comparisons, are quoted by the U. S. Bureau of Markets as follows at Chicago:

	Sept. 29.	Sept. 22.	Sept. 1.
Hams, smoked,			
14-16 average	\$22.00-23.00	\$22.00-23.00	\$22.00-23.00
Hams, fancy,			
14-16 average	24.00-25.00	24.00-25.00	24.00-25.00
Picnics, smoked,			
4-8 average	14.00-16.00	13.00-16.50	14.00-16.75
Bacon, breakfast,			
6-8 average	28.00-29.00	27.00-29.00	27.00-28.00
Bacon, fancy, 6-8			
average	33.00-36.00	33.00-36.00	34.00-36.00
Bellevue, D. S., 14-			
16 average	16.25-17.00	16.25-17.00	15.50-16.25
Backs, D. S., 14-			
16 average	12.25-13.25	13.00-13.25	13.00-14.00
Pure lard, tierces	13.00-14.00	12.75-13.75	12.50-13.75
Compound lard,			
tierces	11.00-12.00	11.00-12.50	12.00-13.00

CHICAGO RETAIL FRESH MEATS

(Corrected weekly by C. W. Kaiser, Sec'y United Master Butchers' Ass'n of Chicago.)

Beef.

	No. 1.	No. 2.	No. 3.
Rib roast, heavy end	32	30	22
Rib roast, light end	40	34	24
Chuck roast	22	20	14
Steaks, round	35	34	25
Steaks, sirloin, first cut	46	42	30
Steaks, porterhouse	62	50	32
Steaks, flank	30	25	15
Beef stew, chuck	18	15	14
Corned briskets, boneless	22	20	18
Corned plates	12	10	10
Corned rumps, boneless	25	22	18

Lamb.

	Good.	Com.
Hindquarters	42	30
Legs	45	33
Stews	20	15
Chops, shoulder	30	25
Chops, rib and loin	50	35

Mutton.

Legs	22	..
Stew	15	..
Shoulders	20	..
Chops, rib and loin	35	..

Pork.

Loins, whole, 8@10 avg.	32	@34
Loins, whole, 10@12 avg.	31	@33
Loins, whole, 12 to 14	27	@29
Loins, whole, 14 and over	24	@25
Chops	36	@38
Shoulders	31	@38
Butts	23	@23
Spareribs	14	@14
Hocks	15	@15
Leaf lard, unrendered	12	@12

Veal.

Hindquarters	30	@36
Forequarters	15	@20
Legs	30	@40
Shoulders	24	@25
Butts	18	@25
Cutlets	45	@45
Rib and loin chops	40	@40

Butchers' Offal.

Suet	@4
Shop fat	@2
Bones per 100 lbs.	@50
Calf skins	@18
Kips	@14
Deacons	@18

CURING MATERIALS.

	Bbls.	Sacks.
Double refined saltpetre, gran.....	8%	6%
Crystals.....	7%	7%
Double refined nitrate of soda, f. o. b.		
N. Y. & S. F., carloads.....	4½	4%
Less than carloads, granulated.....	4½	4%
Crystals.....	5%	5%
Kegs, 100@130 lbs., 1c more.		
Boric acid, in carloads, powdered, in		
bbls.....	11½	....
Crystal to powdered in bbls in 5-ton		
lots or more.....	11½	....
In bbls. in less than 5-ton lots.....	12	....
Borax, carloads, powdered, in bbls.....	5½	6½
In ton lots, gran. or powdered, in bbls.	5%	....
Sugar—		
Raw sugar, 96 basis, 3c Cuba. Duty paid	@ 5.25	
Second sugar, 90 basis.....	@ 4.50	
Syrup, testing 63 to 65 combined sucrose		
and invert.....	@ 22	
Standard, granulated, f. o. b. refinery		
(less 2 per cent).....	@ 6.75	
Plantation, granulated, f. o. b. New Orle-		
ans (less 2 per cent).....	@ 6.30	
White clarified, f. o. b. New Orleans		
(net).....	@ 5%	
Yellow clarified, f. o. b. New Orleans		
(net).....	@ 5%	
Salt—		
Granulated, car lots, per ton, f. o. b., Chi-		
cago, bulk.....	\$ 9.90	
Medium, car lots, per ton, f. o. b. Chicago,		
bulk.....	11.90	
Rock, car lots, per ton, f. o. b. Chicago.....	7.90	

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

	Week ending Oct. 14.	Cor. week, 1921.
Prime native steers.....	17 @18	17 @18 1/2
Good native steers.....	15 @16	16 @17
Medium steers.....	13 @14	11 @15
Helfers, good.....	12 @13	11 @16
Cows.....	7 @11	8 @11
Hind quarters, choice.....	23 @23	24 1/2 @24 1/2
Fore quarters, choice.....	21 @21	22 @22

Beef Cuts.

Steer Loins, No. 1.....	@40	@30
Steer Loins, No. 2.....	@32	@28
Steer Short Loins, No. 1.....	@34	@38
Steer Short Loins, No. 2.....	@40	@35
Steer Loin Ends (hips).....	@27	@25
Steer Loin Ends, No. 2.....	@28	@24
Cow Loins.....	15 @23	13 @21
Cow Short Loins.....	18 @28	19 @26
Cow Loin Ends (hips).....	12 @18	13 @16
Steer Ribs, No. 1.....	@20	@21
Steer Ribs, No. 2.....	@25	@18
Cow Ribs, No. 1.....	@20	@17
Cow Ribs, No. 2.....	@19	@15
Cow Ribs, No. 3.....	@10	@10
Steer Rounds, No. 1.....	@15	@14
Steer Rounds, No. 2.....	@14	@13
Steer Chucks, No. 1.....	@11	@8
Steer Chucks, No. 2.....	@10	@8
Cow Chucks.....	9 1/2 @12	10 1/2 @11
Steer Plates.....	@8	7 @7 1/2
Medium Plates.....	@7 1/2	@6
Briskets, No. 1.....	@15	@16
Briskets, No. 2.....	@12	@12
Steer Navel Ends.....	@4 1/2	@5
Cow Navel Ends.....	@4	@5
Fore Shanks.....	@4 1/2	3 1/2 @4
Hind Shanks.....	@3 1/2	@3
Rolls.....	18 @23	@20
Strip Loins, No. 1, boneless.....	@90	@85
Strip Loins, No. 2.....	@55	@45
Strip Loins, No. 3.....	@12	@12
Sirloin Butts, No. 1.....	@35	@30
Sirloin Butts, No. 2.....	25 @30	@28
Sirloin Butts, No. 3.....	12 @25	@20
Beef Tenderloins, No. 1.....	@75	@75
Beef Tenderloins, No. 2.....	@65	@60
Rump Butts.....	18 @20	@17
Flank Steaks.....	@17	@20
Boneless Chucks.....	7 @8	@10
Shoulder Clods.....	@13	@13
Hanging Tenderloins.....	@8	@8
Trimnings.....	@8	@8

Beef Product.

Brains, per lb.....	7 1/2 @9	6 @8
Hearts.....	5 1/2 @6	2 1/2 @6
Tongues.....	@28	@28
Sweetbreads.....	32 @35	24 @28
Ox-Tail, per lb.....	6 @8	4 @8
Fresh Tripe, plain.....	@5	@4
Fresh Tripe, H. C.....	@6 1/2	@5
Livers.....	6 1/2 @9	7 @9
Kidneys, per lb.....	@10 1/2	@8

Veal.

Choice Carcass.....	18 @19	18 @19
Good Carcass.....	13 @17	14 @17
Good Saddle.....	20 @28	20 @28
Good Backs.....	10 @13	10 @13
Medium Backs.....	5 @7	5 @6

Veal Products.

Brains, each.....	7 @8	6 @8
Sweetbreads.....	56 @60	50 @55
Calf Livers.....	26 @32	26 @33

Lamb.

Choice Lambs.....	@26	@19
Medium Lambs.....	@23	@17
Choice Saddle.....	@30	@24
Medium Saddle.....	@28	@21
Choice Fores.....	@22	@15
Medium Fores.....	@20	@14
Lamb Pies, per lb.....	@23	@20
Lamb Tongues, each.....	18 @18	@18
Lamb Kidneys, per lb.....	@25	25 @28

Mutton.

Heavy Sheep.....	@7 1/2	@7
Light Sheep.....	@10	@10
Heavy Saddle.....	@14	@9
Light Saddle.....	@18	@13
Heavy Fores.....	@5	@5
Light Fores.....	@12	@8
Mutton Legs.....	@21	@16
Mutton Loins.....	@10	@10
Mutton Stew.....	@7	@4
Sheep Tongues, each.....	@8	@18
Sheep Heads, each.....	@10	@10

Fresh Pork, Etc.

Dressed Hogs.....	18 @19	@15
Pork Loins.....	@25	@25
Leaf Lard.....	@11 1/2	@11 1/2
Tenderloin.....	@10	@10
Spare Ribs.....	@12	@10
Butts.....	@17	@17
Hocks.....	@11	@11
Trimnings.....	@11	@10 1/2
Extra Lean Trimnings.....	14 1/2 @15	@15
Tails.....	@9	@7
Snouts.....	@5 1/2	@5 1/2
Pigs' Feet.....	1 @4 1/2	@3 1/2
Pigs' Heads.....	@7	@6
Blade Bones.....	@12	@9
Blade Meat.....	@12 1/2	@12
Cheek Meat.....	@9 1/2	@8
Hog Livers, per lb.....	4 1/2 @5	4 @4
Neck Bones.....	@3 1/2	@3
Skinned Shoulders.....	@14	@13
Pork Hearts.....	@5	@4
Pork Kidneys, per lb.....	@5	@5
Pork Tongues.....	@17 1/2	@12
Slip Bones.....	@9	@9
Tail Bones.....	@9	@9
Brains.....	@8	@8
Back fat.....	@12	12 @13
Hams.....	@20	@19
Calas.....	@11 1/2	@11 1/2
Bellies.....	@21	@18

DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. cartons.....	@22
Country style sausage, fresh, in link.....	@15
Country style sausage, fresh, in bulk.....	@14
Country style sausage, smoked.....	@17
Mixed sausage, fresh.....	@13
Frankfurts in pork casings.....	@13
Frankfurts in sheep casings.....	@15
Bologna in beef bungs, choice.....	@14
Bologna in beef middles, choice.....	@14
Bologna in cloth, paraffined, choice.....	@14
Liver sausage in hog bungs.....	@13
Liver sausage in beef rounds.....	@10
Head cheese.....	@11
New England luncheon specialty.....	@22
Liberty luncheon specialty.....	@16
Mixed luncheon specialty.....	@14
Tongue sausage.....	@19
Blood sausage.....	@14
Polish sausage.....	@14
Souse.....	@14

DRY SAUSAGE.

Cervelat, choice, in hog bungs.....	@49
Cervelat, new condition, in hog bungs.....	@15
Cervelat, new condition, in beef middles.....	@15
Thuringer Cervelat.....	@20
Farmer.....	@24
Holsteiner.....	@22
B. C. Salami, choice.....	@43
B. C. Salami, new condition.....	@20
Milano salami, choice, in hog bungs.....	@42
Frisses, choice, in hog middles.....	@38
Genoa style salami.....	@51
Peperoni.....	@31
Mortadella, new condition.....	@19
Capricola.....	@12
Italian style hams.....	@41
Virginia style hams.....	@41

SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	
Small tins, 2 to crate.....	5.75
Large tins, 1 to crate.....	6.50
Frankfurt style sausage in sheep casings—	
Small tins, 2 to crate.....	7.00
Large tins, 1 to crate.....	8.00
Frankfurt style sausage in pork casings—	
Small tins, 2 to crate.....	6.50
Large tins, 1 to crate.....	7.50
Smoked link sausage in pork casings—	
Small tins, 2 to crate.....	6.00
Large tins, 1 to crate.....	7.00

SAUSAGE CASINGS.

(F. O. B. CHICAGO.)

Beef rounds, domestic, per set.....	.34
Beef rounds, export, per set.....	.36
Beef middles, per set.....	1.25
Beef bungs, No. 1, per piece.....	.28
Beef bungs, No. 2, per piece.....	.18
Beef weasands, No. 1, per piece.....	.17
Beef weasands, No. 2, per piece.....	.08 1/2
Beef bladders, small, per doz.....	1.70
Beef bladders, medium, per doz.....	1.60
Beef bladders, large, per doz.....	1.60
Hog casings, medium, f. o. b.....	1.00
Hog middles, with cap, per set.....	.17
Hog middles, without cap, per set.....	.15
Hog bungs, export.....	.23
Hog bungs, large.....	.12 1/2
Hog bungs, medium.....	.08
Hog bungs, narrow.....	.08 1/2
Hog stomachs, per piece.....	.08
Imported sheep casings, extra wide.....	1.70
Imported sheep casings, medium wide.....	1.60
Imported sheep casings, medium.....	1.50

VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.....	14.00
Honeycomb tripe, 200-lb. bbl.....	16.00
Pocket honeycomb tripe, 200-lb. bbl.....	18.00
Pork feet, 200-lb. barrel.....	14.00
Pork tongues, 200-lb. barrel.....	45.00
Lamb tongues, long cut, 200-lb. bbl.....	48.00
Lamb tongues, short cut, 200-lb. bbl.....	48.00

CANNED MEATS.

	No. 1/2	No. 1	No. 2	No. 6
Corned beef.....	2.35	4.50	15.00	
Roast beef.....	2.40	4.75	16.50	
Roast mutton.....	2.50	4.50	17.50	
Sliced dried beef.....	2.50	4.50	17.50	
Ox tongue, whole.....	2.50	4.75	8.75	32.50
Corned beef luncheon.....	1.50	2.75	4.25	
Hamburger steaks with onions.....	1.50	2.35	4.25	
Vienna style sausage.....	1.15	2.25	4.15	
Veal loaf, medium size.....	2.00			
Chili con carne with, or without, beans.....	1.25			
Potted meats.....	.80			

BARRELED PORK AND BEEF.

Mess pork, regular.....	26.00
Family back pork, 20 to 34 pieces.....	28.00
Family back pork, 35 to 45 pieces.....	29.00
Clear pork back, 40 to 50 pieces.....	26.50
Clear pork back, 50 to 60 pieces.....	24.00
Clear plate pork, 20 to 35 pieces.....	21.50
Clear plate pork, 35 to 45 pieces.....	20.50
Bean pork.....	20.00
Brisket pork.....	24.00
Plate beef.....	14.00
Extra plate beef, 200-lb. barrels.....	15.50

BUTTERINE.

1 to 6, natural color, solids, f. o. b. Chi-	
cago.....	@19
Cartons, rolls or prints, 1 lb.....	@20
Cartons, rolls or prints, 2 @5 lbs.....	@19 1/2
Shortenings, 20 @60 lb. tubs.....	@16
Nut Margarine, prints, 1 lb.....	@20

DRY SALT MEATS.

Extra short clears.....	@12
Extra short ribs.....	@12
Short clear middles, 60 avg.....	@12
Clear bellies, 14 @16 lbs.....	@15 1/2
Clear bellies, 18 @20 lbs.....	@15
Clear bellies, 20 @25 lbs.....	@14 1/2

Clear bellies, 25 @30 lbs.....	@13
Rib bellies, 20 @25 lbs.....	@15
Rib bellies, 25 @30 lbs.....	@10
Fat backs, 10 @12 lbs.....	@9 1/2
Fat backs, 12 @14 lbs.....	@10 1/2
Fat backs, 14 @16 lbs.....	@11
Regular plates.....	@10 1/2
Butts.....	@8 1/2

WHOLESALE SMOKED MEATS.

Regular hams, fancy, 14 @16 lbs.....	@25
Skinned hams, fancy, 16 @18 lbs.....	@26 1/2
Standard regular hams, 12 @16 lbs.....	@22 1/2
Picnics, 6 @8 lbs.....	@15 1/2
Breakfast bacon, 6 @8 lbs.....	@37
Standard bacon, 6 @8 lbs.....	@31
Standard bacon, 8 @12 lbs.....	26 1/2 @30
Standard bacon, 12 @14 lbs.....	@26 1/2
Standard bacon strips, 6 @7 lbs.....	@27
Cooked hams, choice, skin on, surplus fat off, smoked.....	@37
Cooked hams, choice, skinned, surplus fat off, smoked.....	@38
Cooked hams, choice, skinned, surplus fat off, smoked.....	@40
Picnics, skin on, surplus fat off, smoked.....	@22
Picnics, skinned, surplus fat off, smoked.....	@23
Loin roll.....	@39

FERTILIZERS.

	Per unit.
Ground dried blood.....	\$ 4.35 @ 4.50
Unground and crushed blood.....	4.10 @ 4.25
Concentrated tankage, ground.....	3.75 @ 4.00
Hooftmeal.....	3.35 @ 3.50
Ground tankage, 10 to 15%.....	3.85 @ 4.00
Ground tankage, 6 1/2 to 9%.....	3.50 @ 3.75
Crushed and unground tankage.....	2.75 @ 3.40
Ground raw bone, per ton.....	36.00 @ 38.00
Ground steamed bone, per ton.....	22.00 @ 24.00
Unground steamed bone.....	18.00 @ 20.00
Unground bone tankage.....	16.00 @ 18.00

HORNS, HOOF AND BONES.

	Per ton.
No. 1 horns.....	\$225.00 @ 250.00
No. 2 horns.....	175.00 @ 200.00
No. 3 horns.....	75.00 @ 125.00
Hoofs, black and stripped.....	45.00 @ 50.00
Hoofs, white.....	70.00 @ 80.00
Grinding hoofs.....	35.00 @ 39.00
Round shin bones, heaves.....	100.00 @ 110.00
Round shin bones, light.....	80.00 @ 90.00
Flat shin bones, heaves.....	90.00 @ 95.00
Flat shin bones, light.....	75.00 @ 80.00
Thigh bones, heaves.....	100.00 @ 115.00
Thigh bones, light.....	80.00 @ 90.00
Skulls, jaws and knuckles.....	35.00 @ 37.00
Note—Foreign horns, hoofs and bones must be assorted, free from grease, hard and clean.	

LARD (Unrefined).

Prime, steam, cash.....	@11.22 1/2
Prime, steam, loose.....	@11.20
Leaf, raw.....	@11.37 1/2
Neutral lard.....	13 1/2 @13 3/4

LARD (Refined).

Pure lard, kettle rendered, per lb., tcs.....	12 1/2 @13 1/4
Pure lard.....	12 1/2 @13
Compound.....	10 1/2 @11 1/4
Garrels, 1/2 c over tierces; half barrels, 1/2 c over tierces; tubs and pails, 10 to 30 lbs., 1/2 c to 1 c over tierces.	

OLEO OIL AND STEARINE.

Oleo oil, extra.....	10 1/2 @10 1/4
Oleo stock.....	9 1/2 @9 1/2
Prime No. 1 oleo oil.....	9 1/2 @9 1/2
Prime No. 2 oleo stock.....	8 1/2 @8 1/2
No. 3 oleo oil.....	8 1/2 @9
Prime oleo stearine, edible.....	9 @9 1/4
No. 2 oleo stearine, edible.....	8 1/2 @8 1/2

TALLOW AND GREASES.

Edible tallow.....	7 1/2 @8
Choice country tallow.....	7 1/2 @7 1/2
Packers, prime, loose tallow.....	7 1/2 @7 1/2
Packers, No. 1 loose tallow.....	6 1/2 @6 1/2
Packers' No. 2 tallow.....	5 1/2 @6
White, choice grease.....	7 1/2 @7 1/2
White, "A" grease.....	7 1/2 @7 1/2
Yellow grease, 10 to 15 per cent acid.....	6 1/2 @6 1/2
Yellow grease, 15 to 30 per cent acid.....	6 @6 1/2
Brown grease.....	5 1/2 @6
Crackling grease.....	5 1/2 @6
Bone, napha extracted.....	5 1/2 @5 1/2
House.....	5 @6
Garbage grease, loose.....	4 1/2 @4 1/2

VEGETABLE OILS.

Cottonseed oil—white, deodorized, in bbls.....	9 1/2 @10
Yellow, deodorized, in bbls.....	9 @9 1/2
P. S. Y. soap grade, loose.....	8 1/2 @8 1/2
P. S. Y. soap grade, loose.....	@8 1/2
Soap stock, bbls., concn., 65%, f. o. b. Texas.....	@3 1/2
Linseed oil, loose, per gal.....	7 1/2 @8 1/2
Corn oil, loose.....	9 1/2 @10
Soy bean oil, per gal, f. o. b. coast.....	9 1/2 @10
Cocconut oil, seller tank, f. o. b. coast.....	7 @7 1/2

ANIMAL OILS.

Prime lard oil.....	14 1/2 @15
Extra winter strained lard oil.....	11 1/2 @12
Extra lard oil.....	11 @11 1/2
Extra No. 1 lard oil.....	10 1/2 @11
No. 1 lard oil.....	9 1/2 @10
No. 2 lard oil.....	9 @9 1

Retail Section

WISCONSIN MARKET MEN TO ENLARGE President Herman Addresses Retailers' Annual Meeting

With the idea in mind of uniting all the retail meat dealers into one great organization, a meeting of the Wisconsin Retail Market Men's Association was held at Oshkosh, Wis., on the 8th and 9th of October. Under the leadership of President Jacob Herman a great deal was accomplished toward this end and the meeting was very successful in all its undertakings. The next meeting will be held at Fond du Lac, Wis.

In addition to other business, the following officers were elected for the ensuing year: Jacob Herman, president; Emil Priebe, secretary; A. J. Gahn, treasurer, and Henry Buel, financial secretary.

Largely through the efforts of President Herman, who is also president of the United Master Butchers of America, a great deal has been accomplished in Wisconsin during the past year, particularly in preventing the passage of unfair and detrimental legislation.

The president's address follows:

Brother Marketmen: As president of the Wisconsin Retail Market Men's Association it affords me great pleasure to be here with you today.

This meeting was called for the purpose of forming one great organization in the Fox River Valley, and I hope that this meeting will not be in vain, but that it will bear fruit. I hope that the idea will be carried out of organizing the different cities into locals, or where there are not enough marketmen in a small town, they should affiliate with their nearby brothers and attend meetings at least once, if not twice, a month. It will not do you any good to stay at home and not attend the meetings, where you will receive your knowledge and which should be your counsel; where you should bring up your grievances and such other things as pertain to your business.

Value of Acquaintance.

As the secretary and myself took a trip through the state, meeting with the different marketmen, it was a pleasure to see their hands stretched out to greet us when we told them we were of their craft. Such is the spirit that ought to prevail throughout the whole state of Wisconsin, and we should get acquainted with one another throughout the state, so that we will be able to call each other by our first names.

You may walk along the street and be pushed by some passerby's elbow and you look up with a sort of a "Where in the Hades are you crowding to?" only to find that the elbow which discommoded you was that of a friend, and smiles succeeded the frowns. Now in the jam and jostle of business there frequently comes a touch of an elbow that makes the recipient look up and start to say something that he might regret, but when he finds that it was from some friend he can either forget it or by a pleasant explanation insure against its repetition.

There are a hundred worth-while friends in the business world whom we do not even recognize by sight. Lacking some acquaintance with them we get the im-

pression that they are not friendly and must be guarded against, might steal a customer if occasion or opportunity offered, or might hire a valued employee if they had half a chance. But this is only our impression, and it becomes a fact when we ourselves make it so by acting towards these worth-while competitors as if they were what we think they are. We depress ourselves, not them, to this level by so thinking. Know your friends. Know whom you want to have for friends and act friendly.

In the meat industry, in spite of the many conventions and meetings, there are very few that have a real extended acquaintance with the members of even their own line of work. This is particularly true of the marketmen, who have as a quite common rule a very limited acquaintance with their brothers. This is a big mistake. There are a lot of men in the industry who are well worth knowing—keen businessmen, honorable to their finger tips, pushing, but never hurting anyone if they can help it. The more of them you know, the better; and one great association like the Wisconsin Retail Market Men's Association and the United Master Butchers of America brings men together, makes them work together, help each other so that when their elbows rub they are glad of it and look pleasant.

Need Retailer Organizations.

Do not be a free rider. There is no man in the meat business who cannot afford to pay a certain amount of dues to this association or any other association to help us fight our battles in the legislature, or in any other way that they may present themselves. There is no meat dealer in America who does not in his own heart know the absolute imperative need for this organization. If one man could accomplish what we can accomplish as an organization, there would be no necessity for this association. This may sound trite but it is none the less true.

Brother marketmen, we have an organization, we have adopted the platform, and we must learn the importance of co-operating by bunching our "hits" and shooting together. Do not be a grafter. Be able to shave yourself in the morning without the reflection of a piker. If you believe that you can improve the way that this association works, be a sport, pay your dues, join the association, and then try to reform it from the inside. Any fool can sit on the outside and find fault; there must be an organization and organization efforts, and this one, the only Wisconsin Retail Market Men's Association, and the United Master Butchers of America must be supported, just as we as citizens stood by our boys and the organization which won the war. It was not talk which won the war, it was every man putting his shoulder to the wheel, buying Liberty bonds until it hurt, or toting a gun until it hurt. There was no choice, it was win and live, or lose and die. In the present battle there is a different choice, it is win with and through the co-ordinated intelligent effort of our association activities, or lose and work for somebody else.

We challenge any men engaged in the meat business to give us a fair and logical reason for not becoming a member of this

association and paying his fair share of the freight.

You may say, "What benefits will I derive from this organization?" We have laid a foundation in the city of Milwaukee, in starting the Marketmen's Mutual Fire Insurance Company of Wisconsin, which today is paying a dividend of 33½ per cent on your premiums, and is not even five years old. I do not wish to go into details of this insurance company, as I want the secretary to talk insurance to you. This is your insurance company and this is where you should insure your markets, fixtures, furniture or dwellings.

We occasionally hear someone say: "I have a good friend in the insurance game and I hate to take this away from him." Do not listen so much to this soft soap, but be a man and place your insurance in your own company and reap the benefit of 33½ per cent dividends at the present time. If you were to go broke tomorrow, do you think that your friend would uphold you? Do you think that he would return some of the dividends that should have been paid to you and he in turn received? Are you able to make 33½ per cent in your business? We do not expect to stop there but we want to get it so that we can give you 50 cents back on every dollar of premium that you pay, but we need your co-operation and assistance.

We also need your co-operation in the legislative work. I can see the handwriting on the wall that at the next session of the legislature there will be a lot of unfair bills introduced that will be injurious to our business and if we call upon the different members from the different districts of the state to co-operate with us and get in touch with their assemblymen or senators, I hope they will respond, because they can be of great service to us. If you approach them as an individual you will stand for naught, but, if you come as a representative or member of an organization of this kind they will listen to you, and if they are from your district, it is their duty to protect your interests.

I hope that this will be the means of putting you on the road to starting an organization in your city or village or of becoming affiliated with some nearby association. Let us have a get-together meeting like this once every year so we can get better acquainted with one another and so we shall be able to call each other by our first names.

OHIO RETAILERS MEET.

The twenty-third annual convention of the Ohio Retail Grocers and Meat Dealers was held in Marion, O., from October 9 to 11, according to a report from Guy C. Hulse, secretary of the Retail Merchants' Bureau. The arrangements were in charge of A. C. Thompson, who was chosen chairman of the general convention committee, and John Abbott, secretary. These, with G. C. Hulse, named the committees to make necessary arrangements.

Headquarters for the delegates were at the Marion Hotel, and the convention sessions were held at the Y. M. C. A. building for the 150 delegates.

Among the interesting features of the program was an address by John A. Green of Cleveland, who also exhibited a two-reel illustration of the beet sugar industry of the country, with lecture explanation. An illustrated lecture on "Salesmanship" followed given by a representative of a prominent national organization.

Addresses by R. E. Hills of Delaware, president of the Ohio Wholesale Grocers'

Association; and Charles W. Myers, advertising manager for Morris & Co., on "Advertising" were followed by a discussion of advertising questions, such as "Advertising with the Retail Price," by the Columbus delegates, and "Advertising Without Giving Prices," by delegates from Dayton. These gave an opportunity to consider many retailer problems.

KANSAS RETAILERS IN TROUBLE.

Fifty-four per cent of the retail butchers in southwestern Kansas will close up during the coming winter unless something can be done to check the activities of the "winter butcher" who peddles uninspected meat from door to door, according to a report brought to the recent Dodge City district meeting of the Kansas Retail Butchers Association.

One butcher said that it cost him \$2,000 to keep his shop open last winter, and that he would have to close up unless the state food officials can take some steps to protect him from competition of this kind, which is also a menace to the health of the public.

President Joe L. Browne and Secretary Fred Garland stated that the situation for the meat dealers is serious unless they are protected from the "winter butchers" who generally are not farmers, but some town man who buys up inferior, diseased or stolen beeves, butchers them under unsanitary conditions and without any kind of inspection, and peddles the meat from door to door.

President Browne said that the next district meeting would be held at Chanute, for the benefit of southeastern Kansas, probably on October 23 or 24. It is planned to have some representative of the National Master Butchers Association there to address the meeting. One of these officials is to be in Oklahoma City for the Oklahoma butchers' convention on October 25 and 26.

LOCAL AND PERSONAL.

The new meat market at Sioux Rapids, Ia., was recently destroyed by fire.

The Universal meat market, 34 North Water street, Sharon, Pa., has recently opened for business.

K. A. Irvin has purchased the meat market of Glenn Pettit at Sebring, O.

The Coady market has opened for business at Fall City, Neb.

H. C. Deaver has purchased the meat market of Larson Bros., Tekamah, Neb.

Henry Lorge has bought the meat business of Joe Obert at Hartington, Neb.

Mrs. Hazel Abbey has purchased the meat and grocery business of R. G. Nichols at Jackson, Mich.

G. A. Quinlivan has bought the Scherrer meat market, 120 West Second street, Greensburg, Pa.

Ed. Stuckey will shortly open a meat market in the Tesar building, Prairie du Chien, Wis.

Mat Evans will shortly open a meat market in the Blake B. Bell building, Harvard, Ill.

The Carrollton meat market has recently opened for business at Carrollton, Ga.

J. F. Landerlieth has recently opened a meat market at 325 South Davis street, Santa Rosa, Cal.

S. E. Heck and C. Band have purchased the meat market of Jay Lynn at Gilroy, Cal.

Dr. T. C. Young, A. L. Baird and Richard Roberts have purchased the meat market of C. W. Ingledue, 501 East Wilson avenue, Glendale, Cal.

W. L. Fridge and J. F. Schilder will open a meat market at 106 West Ninth street, Fort Worth, Tex.

For Sausage Makers

BELL'S

Patent Parchment Lined

SAUSAGE BAGS

and

SAUSAGE SEASONINGS

For Samples and Prices, write

THE WM. G. BELL CO.
BOSTON MASS.

The meat market of Ulysses S. Grant at Great Kills, Staten Island, N. Y., was recently destroyed by fire.

A. A. Beach will shortly open a meat market at Pontiac, Ill.

Paul Rohr will shortly open a meat market at Enterprise, Ore.

Alex. Charelewski has purchased the meat market of Geo. Dooley at Darien, Conn.

Oscar Knudson has purchased the meat market of Frank Cootway, Montford, Wis.

M. G. Burns has bought the meat market of Hoffman Bros. at Thiensville, Wis.

Geo. Read has bought the meat market of A. A. Goff at Lanesboro, Ia.

E. A. Olin has purchased the East End meat market, Rock Rapids, Ia., from Frank Lovell.

Clyde Koontz and Homer Bachman have purchased the Chas. Wernick meat market at Oregon, Ill.

Forest J. Vanderleith has opened a meat market at Santa Rosa, Cal.

Chas. Ingebreetsen has started a meat market at 4036 East Lake street, Minneapolis, Minn.

Many improvements are being added to the Gornick meat market at Chisholm, Minn.

Chris Texley will open a meat market in the Beisner Produce Co. building at Newman Grove, Neb.

Harry Haines will shortly open a meat market at Schaller, Ia.

G. A. Bussard will open a meat market in the Rittenhouse building, Brockwayville, Pa.

The meat market of Alfred Allen, McKinney, Tex., was recently damaged by fire to the extent of \$6,500.

L. M. Richtarsic has opened a meat market on East Main street, Brockwayville, Pa.

Geo. Kessler has bought the meat market of W. E. Schwabenbauer at Brockwayville, Pa.

Elmer Hatfield and Horace B. Ecker have opened a meat market on Court street, Gallipolis, O.

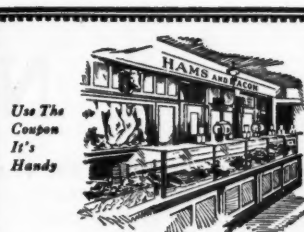
Buller Bros. will open a meat market in the Lasser building, Kankakee, Ill.

Blanchette & Nichols have purchased the meat market of M. Patenaude at Big Lake, Minn.

The meat market of Wm. Murphy, Hillman, Mich., was recently destroyed by fire.

W. J. Shaw has sold his meat market at Olivia, Minn., to Litke Bros.

Sundberg Bros. have opened a meat market at St. James, Minn.



The desire for a Bigger Business

THE man who realizes this desire takes advantage of every opportunity to cut operating costs.

With a Baker Plant, better displays of meats and vegetables are possible which naturally increase business. The money a Baker saves will put the boy thru college.

50% of Baker Plants Sold on Recommendation of Customers

BE independent of the ice man! Keep his profits. With the Baker system there is no slop or slime. You have a neat, attractive shop that brings in customers.

We design, build and erect each Baker plant according to your individual requirements. A Baker is built especially for your business.

Over 5100 Plants Sold

BAKER ICE MACHINE CO., INC.
Omaha, Nebr.

GENTLEMEN:

Tell me about BAKER guaranteed plants. Please send Bulletin 42D

Name _____

Street _____

City _____

State _____

BAKER SYSTEM
REFRIGERATION

Broberg & Gabelman have sold their meat business at Madison, Neb., to Geo. F. Kolzow.

Larson Bros. have sold their meat business at Tekamah, Neb., to H. C. Daver.

R. Schleys has opened a meat market at Almena, Wis.

Henry Ducharme has purchased the Dahm meat market on South Third street, Wausau, Wis.

Wm. Ripper will shortly open a meat market at Vine and Third streets, Ishpeming, Mich.

Frank Interholzenger has purchased the Central market at Sidney, Neb.

Hittner Bros. have purchased the James market at Lone Pine, Neb.

E. M. Davis & Son have engaged in the meat business at St. Maries, Idaho.

Peter Jensen has purchased the Harrison meat market, Harrison, Idaho, from M. Crumley.

DETROIT Sullivan Packing Company MICHIGAN
PRODUCERS OF

Cadillac Hams Bacon Sausage Lard
CARLOAD SHIPPERS OF DRY SALT, GREEN AND PICKLED MEATS

New York Section

Secretary H. A. Timmins and Vice-President C. M. MacFarland of Morris & Company, Chicago, are in New York.

A. F. Grimm, chairman of the New York Meat Council, is again back at work after having been confined to his bed for a few days.

John M. Lee, chief counsellor of Morris & Company, is spending a few weeks in New York on his return from an extended trip to the Continent, where he visited England, France, Germany and Switzerland.

Albert Rosen and O. Edward Jahrsdorfer, ex-president and president of the Brooklyn Branch of the United Master Butchers of America, are in Chicago this week attending the convention of the Institute of American Meat Packers.

The meeting of the Washington Heights Branch, United Master Butchers, last Tuesday evening was well attended. Owing to the lengthy discussions on the proposed new by-laws prior to their adoption, only routine matters were taken up.

E. J. Davidson, produce department of Wilson & Company, New York, left on Thursday for Chicago to attend the produce convention held in that city. A special section of the Century was reserved for the New York delegates.

F. H. James, formerly manager of the Jersey City plant of Morris & Company, has been transferred to the New York district office, handling fresh pork and pork cuts. Mr. James states that as a manager he had his troubles, but as pork superintendent he surely is taking grief.

Daniel Tobin, of the Jersey City plant of Morris & Company, was a welcomed visitor at the New York office of the company. Mr. Tobin has become a "Supreme" salesman and has been promised a trip to Cuba if he increases his sales 100 per cent this week.

The United Master Butchers of America, Brooklyn Branches, have placed a large banner in Fort Greene Market announcing they have endorsed Emanuel Celler for Congress from the Tenth District and requesting the members of the meat trade and their friends to vote for him at the coming election.

E. Collin, chairman of the Ball Committee, and George Kramer, president of Ye Olde New York Branch, United Master Butchers of America, are devoting much time, thought and energy to making the forthcoming ball on Thanksgiving night one of the largest from point of attendance and one of the best as far as high-class talent is concerned.

Moe Loeb, chairman of the Retail Meat Division of the Red Cross Drive, which is to take place on November 11th, earnestly and urgently requests all marketmen to

make their shops 100 per cent. As is well known, this is one of the best charities, in view of the noble work done by the Red Cross for all classes and at all times. For further information retailers may ask Moe Loeb, or send contributions to the office at 250 West 57th street, New York.

Charles W. Myers, advertising manager of Morris & Company, Chicago, is in New York, and he sure is some popular. Mr. Myers addressed the New York Advertising Club at their luncheon in the Hotel Astor last Monday, and on Tuesday evening he addressed the Brooklyn Retail Grocers' Association at their dinner. The subject of Mr. Myers' talk on both occasions was the "Benefit of Modern Advertising to the Manufacturer."

Following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the city of New York during the week ending October 7, 1922: Meat—Manhattan, 1,806 lbs.; Brooklyn, 129 lbs.; Queens, 101 lbs.; Richmond, 35 lbs.; total, 2,071 lbs. Fish—Manhattan, 14 lbs.; Brooklyn, 46 lbs.; Queens, 6 lbs.; total, 66 lbs. Poultry and game—Manhattan, 960 lbs.; Brooklyn, 3 lbs.; total, 963 lbs.

Mrs. Frank J. Miller, wife of the eastern district supervisor of live stock in the U. S. Packer and Stock Yards Administration, has arrived from South St. Paul and will make her home with her husband in Brooklyn. Mrs. Miller possessed considerable reputation in musical centers in South St. Paul because of her beautiful voice, which is said to possess unusual range and color. Her accomplishments were highly acknowledged in musical periodicals in that city, where she gave frequent concerts. During her stay in New York she will continue her studies and concerts. Mrs. Miller feels New York offers very favorable opportunities for her musical career and is much enthused with her prospects.

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed fresh meats were quoted by the U. S. Bureau of Markets at Chicago and three Eastern markets on Thursday, October 12, 1922, as follows:

	NEW YORK.	BOSTON.	PHILA.	CHICAGO.
Fresh Beef—				
STEERS:				
Choice	\$19.00@20.00	\$18.00@18.00	\$19.00@19.00	\$17.00@18.00
Good	15.00@18.00	16.00@17.00	16.00@18.00	15.50@16.50
Medium	12.00@13.00	13.00@15.00	10.00@13.00	14.00@15.00
Common	8.00@10.00	8.50@12.00	7.00@ 9.00	9.00@11.00
COWS:				
Good	9.00@10.00	10.00@11.00	10.00@11.00	11.00@11.50
Medium	8.00@ 8.00	8.00@10.00	8.00@ 9.00	9.00@10.00
Common	6.00@ 8.00	7.00@ 8.00	7.00@ 8.00	7.00@ 8.00
BULLS:				
Good	7.00@ 8.00	8.00@ 9.00	8.00@ 9.00	8.00@ 9.00
Medium	7.00@ 8.00	8.00@ 9.00	8.00@ 9.00	8.00@ 9.00
Common	6.50@ 7.00	7.00@ 8.00	5.50@ 6.00	6.00@ 6.50
Fresh Veal*				
Choice	18.00@19.00	18.00@19.00	18.00@19.00	17.00@18.00
Good	12.00@16.00	12.00@16.00	15.00@16.00	16.00@17.00
Medium	11.00@12.00	11.00@13.00	11.00@14.00	13.00@15.00
Common	8.00@10.00	9.00@10.00	8.00@10.00	9.00@12.00
Fresh Lamb and Mutton—				
LAMBS:				
Choice	24.00@25.00	23.00@24.00	25.00@27.00	25.00@27.00
Good	22.00@23.00	20.00@22.00	24.00@25.00	23.00@25.00
Medium	19.00@21.00	18.00@20.00	20.00@22.00	21.00@22.00
Common	16.00@18.00	15.00@17.00	16.00@18.00	16.00@20.00
YEARLINGS:				
Good	13.00@15.00	13.00@15.00	14.00@15.00	14.00@15.00
Medium	11.00@12.00	9.00@11.00	12.00@13.00	10.00@12.00
Common	8.00@ 9.00	8.00@ 9.00	9.00@10.00	7.00@ 9.00
MUTTON:				
Good	13.00@15.00	13.00@15.00	14.00@15.00	14.00@15.00
Medium	11.00@12.00	9.00@11.00	12.00@13.00	10.00@12.00
Common	8.00@ 9.00	8.00@ 9.00	9.00@10.00	7.00@ 9.00
Fresh Pork Cuts—				
LOINS:				
8-10 lb. average	24.00@26.00	27.00@28.00	26.00@27.00	25.00@27.00
10-12 lb. average	22.00@24.00	26.00@27.00	25.00@26.00	24.00@25.00
12-14 lb. average	21.00@22.00	24.00@25.00	23.00@24.00	21.00@22.00
14-16 lb. average	17.00@20.00	20.00@22.00	20.00@22.00	19.00@20.00
16 lbs. over	16.00@18.00	17.00@19.00	16.00@18.00	15.00@17.00
SHOULDERS:				
Plain	14.00@15.00	14.00@15.00	15.00@16.00	13.50@14.00
Skinned	14.00@15.00	14.00@15.00	15.00@16.00	13.50@14.00
PICNICS:				
4-6 lb. average	13.00@14.00	15.00@16.00	14.00@15.00	12.50@13.00
6-8 lb. average	13.00@14.00	14.00@15.00	13.00@14.00	11.00@12.00
BUTTS:				
Boneless	18.00@20.00	18.00@20.00	18.00@20.00	17.00@18.00
Boston Style	18.00@20.00	18.00@20.00	18.00@20.00	17.00@18.00

*Veal prices include "hide on" at New York and Chicago.

EASTERN MEAT TRADE CONDITIONS.

Meat trade conditions for the week at New York, Philadelphia and Boston are reviewed by the United States Bureau of Agricultural Economics as follows:

With a liberal carryover of supplies by both wholesale and retail dealers from last week's slow market, generally unfavorable weather the first part of the week and a midweek holiday, conditions were unfavorable for a normal marketing movement. Aside from this, the demand has continued slow. Monday's gains, while not general, were only held temporarily and closing markets were practically in line with a week ago.

Better grades of steers were scarce and these held generally steady. All lower grades and cows were hard to move, at prices in line with last week's close. The poor retail demand of the past two weeks was reflected in heavy accumulation at all markets, and a large percentage of cars were held on track for want of space in coolers. Closing prices in most cases were about in line with a week ago. With receipts of bulls somewhat heavier than last week, demand continued narrow and prices weak to lower. Kosher markets were quiet, but steady with better grades in most demand.

With rather liberal offerings of veal, markets have been slow and draggy and demand irregular. By Monday's advance at Philadelphia, which was held for the

day only, the trend has been continually downward. Closing prices are unevenly \$1 to \$3 below a week ago.

Although wholesalers made strong effort to boost prices Monday, the indifferent demand which followed forced prices practically back to the low time of last week. On account of depressed conditions, movement to freezers started early in the week, but this had no apparent effect on prices. Closing conditions were generally weak, with liberal carryovers probable.

Due to relatively light receipts and a fairly constant demand, mutton markets were mostly steady. Cow and common sheep, however, were a slow sale and these sold unevenly lower.

Conditions generally in fresh pork markets were unsettled and prices fluctuating. Monday's sharp and uneven gains at New York were lost before midweek. Other markets continued weak and draggy, while supplies accumulated, with a fair percentage of the offerings out of condition.

Boston is closing steady to firm on better grades of beef and mutton, weak on all lower grades, steady on veal, lamb and pork. There will be a carryover of heavy pork loins and lamb. New York closing steady to firm on better grades of steers and fresh arrivals of pork loins. All other meats closed weak. Some beef, lamb and veal were frozen. There will be a carryover of good and choice steers and some veal. Philadelphia closed steady on good beef, steady to firm on good veal and choice lamb. All other meats closed weak. There is a carryover of beef, veal and pork. Some veal and lamb was frozen.

NORWAY'S NEW MEAT IMPORT RULES

New regulations for the control of imported fresh meats have been adopted by the Norwegian Government and will soon be published by the Department of Agriculture, according to U. S. Consul General A. G. Snyder at Christiania, Norway. By the new rules fresh meats imported into Norway must be sent direct from government, municipal or private slaughterhouses which are approved by the government authorities in the country of origin. In case this is impossible, the meat may come direct from slaughterhouses authorized by the government authorities to prepare fresh meats for export and where slaughter, control and shipment of such fresh meats are undertaken in accordance with the rules established by such governmental authorities.

There are other regulations governing the marking, stamping, etc., of meat. The Norwegian Department of Agriculture reserves the right to name slaughterhouses in foreign countries from which fresh meats may be sent to Norway. For this purpose experts will be sent abroad to investigate slaughterhouses in order to determine which shall be recommended as suitable by the Department of Agriculture.



TRADE MARK

HAND FORGED ON THE ANVIL FROM DOUBLE SHEAR STEEL

John Wilson's Butcher Knives and Steels

1750 Standard of the World 1922

THE BEST THEN THE BEST TODAY

I. WILSON, SYCAMORE STREET, SHEFFIELD, ENG.

Sole American Agents

H. BOKER & CO., Inc., NEW YORK, N. Y.

At present imports of fresh meat are permitted only from Sweden, and special regulations have been made governing such imports along the Swedish frontier. The new regulations will become effective January 1, 1923.

INTERSTATE COMMERCE CASES.

Complaints made recently to the Interstate Commerce Commission and decisions rendered by the commission in cases of interest to meat packers are reported as follows:

Hearing on Livestock Charges.—Examiner Satterfield, October 3, in Chicago, started hearings in dockets 9977 and 12614, combined. No. 12614 is the Chicago Live Stock Exchange vs. Director-General, A. T. & S. F. Railway et al., and 9977 is the Chicago Live Stock Exchange vs. A. T. & S. F. Railway et al.

The brief of complainants shows that in a former opinion (58 I. C. C. 164) the collection of charges from shippers for unloading and loading livestock in addition to the rates to and from the Chicago Stockyards was found to have been unlawful and unreasonable and reparation was awarded. The Commission's order of April 8, 1922, on complainants' petition, was for further hearing to afford complainants and interveners opportunity to offer proof with respect to damage.

Complainant in 9977 requests that the complaint be consolidated with I. and S 1118, in which the Union Stockyards and Transit Company proposes to withdraw its tariffs naming loading and unloading charges and to make its loading and unloading platforms available for use by the railways entering Chicago as terminal stations under operating agreements.

Our Reputation Is Established
Our

Lebanon Bologna

Is Famous Throughout the Country

OUR SLOGAN IS "QUALITY"

John S. Weaver
Lebanon, Pa.

(U. S. Govt. Inspection)



No. 10 REGULAR
Capacity—24 lbs.
Gold, Gray or White

THE BARNES SCALE

"THE SCALE OF QUALITY"

Accurate
Attractive

Small Base
Large Platform

Durable
Sanitary

Sold only by
RELIABLE DEALERS

Manufactured by

BARNES SCALE CO.

DETROIT, MICH.

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, common to prime.....	6.50@10.60
Cows, common to choice.....	1.25@ 5.30
Bulls, common to choice.....	4.00@ 5.00

LIVE CALVES.

Calves, veals, prime, per 100 lbs.....	14.50@15.00
Calves, veals, common to medium.....	8.50@13.00
Calves, veals, culls, per 100 lbs.....	5.50@ 7.50

LIVE SHEEP AND LAMBS.

Lambs, prime, per 100 lbs.....	14.50@15.00
Sheep, ewes, prime, 100 lbs.....	6.25@ 6.50
Sheep, ewes, common to good, per 100 lbs.....	3.50@ 6.00

LIVE HOGS.

Hogs, heavy.....	10 @10 1/4
Hogs, medium.....	10 1/2 @10 1/4
Hogs, 140 lbs.....	10 1/2 @10 1/4
Pigs, under 70 lbs.....	10 1/2 @10 1/4
Roughs.....	7 1/2 @ 8

DRESSED BEEF.

CITY DRESSED.

Choice, native, heavy.....	@19
Choice, native, light.....	@20
Native, common to fair.....	@18

WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.....	@17	@18
Native steers, 800@1000 lbs.....	@16 1/2	@16 1/2
Native choice yearlings, 400@600 lbs.....	@19	@19 1/2
Western steers, 600@800 lbs.....	@12	@14
Texas steers, 400@600 lbs.....	9 1/4 @11	
Good to choice heifers.....	@17 1/2	@18 1/2
Choice cows.....	@12 1/2	
Common to fair cows.....	9 @11	
Fresh bologna bulls.....	6 1/4 @ 7 1/2	

BEEF CUTS.

	Western.	City.
No. 1 ribs.....	@23	@24
No. 2 ribs.....	@16	@23
No. 3 ribs.....	@11	20 @22
No. 1 loins.....	@30	32 @34
No. 2 loins.....	@20	27 @29
No. 3 loins.....	@11	24 @26
No. 1 hides and ribs.....	24 @25	25 @27
No. 2 hides and ribs.....	22 @23	22 @24
No. 3 hides and ribs.....	14 @16	18 @21 1/2
No. 1 rounds.....	@15	14 @15
No. 2 rounds.....	@12	@14
No. 3 rounds.....	@9	13 @14
No. 1 chucks.....	@12	@14
No. 2 chucks.....	@7	12 @13
No. 3 chucks.....	@5	10 @11
Bolognas.....	@6	7 1/2 @ 8 1/2
Rolls, reg., 6@5 lbs. avg.....	22 @23	
Rolls, reg., 4@6 lbs. avg.....	17 @18	
Tenderloins, 4@5 lbs. avg.....	60 @70	
Tenderloins, 5@6 lbs. avg.....	80 @90	
Shoulder clods.....	10 @11	

DRESSED CALVES.

Veals, city dressed, good to prime, per lb.....	@30
Veals, country dressed, per lb.....	@22
Western calves, choice.....	@21
Western calves, fair to good.....	@18
Grassers and buttermilks.....	@14

DRESSED HOGS.

Hogs, heavy.....	@15 1/2
Hogs, 180 lbs.....	@15 1/2
Hogs, 100 lbs.....	@16 1/4
Hogs, 140 lbs.....	@16 1/2
Pigs, 80 lbs.....	@16 1/4

DRESSED SHEEP AND LAMBS.

Lambs, choice, spring.....	@27	@28
Lambs, poor to good.....	@15	@26
Sheep, choice.....	@16	@17
Sheep, medium to good.....	@11	@15
Sheep, culls.....	5 up	

SMOKED MEATS.

Hams, 8@10 lbs. avg.....	@22	@23
Hams, 10 @ 12 lbs. avg.....	@22	@23
Hams, 12@14 lbs. avg.....	@22	@23
Picnics, 4@5 lbs. avg.....	@16	@17
Picnics, 6@8 avg., per lb.....	15 1/4 @16	
Beef tongue, 6@8 avg., per lb.....	18 1/4 @19	
Beef tongue, light.....	35 @40	
Bacon, boneless, heavy.....	43 @45	
Bacon, boneless, Western.....	26 @27	
Bacon, boneless, city.....	26 @27	
Pickled bellies, 10@12 lbs. avg.....	20 @21	

FRESH PORK CUTS.

Fresh pork loins, Western, 10@12 lbs. avg.....	31 @32
Frozen pork loins, 10@12 lbs. avg.....	25 @26
Fresh pork tenderloins.....	50 @52
Frozen pork tenderloins.....	45 @48
Shoulders, city, 10@12 lbs. avg.....	17 @18
Shoulders, Western, 10@12 lbs. avg.....	17 @18
Butts, boneless, Western.....	23 @24
Butts, regular, Western.....	21 @22
Fresh hams, city, 8@10 lbs. avg.....	21 @22
Fresh hams, Western, 10@12 lbs. avg.....	20 @21
Fresh picnic hams, Western, 6@8 lbs. avg.....	15 @16
Extra lean pork trimmings.....	19 @19
Regular pork trimmings 50% lean.....	12 @13
Fresh spare ribs.....	13 @14
Raw leaf lard.....	14 @15

BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs., per 100 pcs.....	125.00@135.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pcs.....	100.00@110.00
Black hooft, per ton.....	55.00@ 60.00
Stripped hooft, per ton.....	55.00@ 60.00
White hooft, per ton.....	85.00@ 95.00
Thigh bones, avg. 85 to 90 lbs., per 100 pcs.....	125.00@135.00
Horns, avg. 7 1/2 oz. and over, No. 1s.....	@300.00
Horns, avg. 7 1/2 oz. and over, No. 2s.....	@250.00
Horns, avg. 7 1/2 oz. and over, No. 3s.....	@175.00

FANCY MEATS.

Fresh steer tongues, L.C., trm'd.....	@40c	a pound
Fresh steer tongues, untrimmed.....	@37	a pound
Calves, heads, scalded.....	@65c	a piece
Sweetbreads, veal.....	@75c	a pair
Sweetbreads, beef.....	@35c	a pound
Beef kidneys.....	@16c	a pound
Mutton kidneys.....	@6c	each
Livers, beef.....	@18c	a pound
Oxtails.....	@12c	a pound
Hearts, beef.....	@8c	a pound
Beef hanging tenders.....	@13c	a pound
Lamb fries.....	@10c	a pair

BUTCHER'S FAT.

Ordinary shop fat.....	@ 2
Breast fat.....	@ 4
Edible suet.....	@ 5
Inedible suet.....	@ 4
Shop bones, per cwt.....	20 @25

SPICES.

	Whole.	Ground.
Pepper, Sing., white.....	14	17
Pepper, Sing., black.....	10 1/4	13 1/4
Pepper, red.....	37	41
Allspice.....	5 1/2	8 1/2
Cinnamon.....	11 1/2	15 1/2
Coriander.....	13	16
Cloves.....	36	41
Ginger.....	13	16
Mace.....	47	52

CURING MATERIALS.

In lots of less than 25 bbls.:	Bbls.	Double bags.
Double refined saltpetre, gran.....	6 1/2	6 1/2
Double refined saltpetre, small crystal.....	7 1/2	7 1/2
Double refined nitrate soda, gran.....	4 1/4	4 1/4
Double refined nitrate soda, crystals.....	5 1/2	5 1/2
In 25-bbl. lots:		
Double refined saltpetre, gran.....	6 1/2	6 1/2
Double refined saltpetre, small crystals.....	7 1/2	7 1/2
Double refined nitrate soda, gran.....	4 1/4	4 1/4
Double refined nitrate soda, crystals.....	5 1/2	5 1/2
In carloads:		
Double refined nitrate of soda, gran.....	4 1/4	4 1/4
Double refined nitrate of soda, crystals.....	5 1/4	5 1/4

GREEN CALFSKINS.

	5-9	9 1/4-12 1/4	12 1/4-14	14-18	18 lbs. up.
Prime No. 1 veals.....	22	6.50	3.05	3.40	3.90
Prime No. 2 veals.....	20	2.45	2.80	3.15	3.65
Buttermilk No. 1.....	19	2.35	2.80	3.15	....
Buttermilk No. 2.....	11	1.35	1.50	1.75	2.00
Branded, grubby.....	10	1.25	1.25	1.55	....
No. 3.....	....	....	....	....	At value

DRESSED POULTRY.

FRESH KILLED.

Fowls—Fresh—dry packed, milk fed—12 to box.	
Western, 60 to 65 lbs. to dozen, lb.....	32 @34
Western, 48 to 54 lbs. to dozen, lb.....	29 @31
Western, 43 to 47 lbs. to dozen, lb.....	27 @28
Western, 36 to 42 lbs. to dozen, lb.....	25 @26
Western, 30 to 35 lbs. to dozen, lb.....	25 @26
Western, under 20 lbs. to dozen, lb.....	33 @35

Fowls—Fresh—dry packed, corn fed—12 to box.

Western, 60 to 65 lbs. to dozen, lb.....	30 @32
Western, 48 to 54 lbs. to dozen, lb.....	28 @29
Western, 43 to 47 lbs. to dozen, lb.....	26 @27
Western, 36 to 42 lbs. to dozen, lb.....	24 @25
Western, 30 to 35 lbs. to dozen, lb.....	24 @25
Western, under 20 lbs. to dozen, lb.....	30 @32

Fowls—Fresh—dry packed, corn fed—barrels.

Western, dry packed, 5 lbs. and over, lb.....	29 @31
Western, dry packed, 4 1/2 lbs. each, lb.....	28 @30
Western, dry packed, 3 1/2 lbs. each, lb.....	25 @27
Western, dry packed, 3 lbs. and under, lb.....	22 @24

Old Cocks—Fresh—dry packed—boxes or bbls.

Western, dry packed, boxes.....	17 @18
Western, scalded, bbls.....	16 @17

Ducks, Long Island.....

White, 11 to 12 lbs. to doz., per doz.....	\$8.00@8.50
White, 10 lbs. to doz., per doz.....	7.00@7.50
Dark, per doz.....	2.50@3.00

Squabs—

White, 11 to 12 lbs. to doz., per doz.....	\$8.00@8.50
White, 10 lbs. to doz., per doz.....	7.00@7.50
Dark, per doz.....	2.50@3.00

LIVE POULTRY.

Fowls, via express.....	20 @22
Old roosters.....	@14
Ducks, via express.....	26 @30
Turkeys, via express.....	45 @50
Geese, via express.....	22 @25
Pigeons, per pair.....	@25
Guineas, per pair.....	@70

BUTTER.

Creamery (92 score).....	@45
Creamery (higher scoring lots).....	45 1/2 @46
Creamery, firsts.....	40 @44
Creamery, seconds.....	34 @35 1/2
Creamery, lower grades.....	32 1/2 @33 1/2

EGGS.

Fresh gathered, extras, per doz.....	48 @50
Fresh gathered, extra firsts.....	45 @46
Fresh gathered, firsts.....	37 @42
Fresh gathered, checks, fair to choice, dry.....	21 @22
Fresh gathered, dirties, No. 1.....	24 @25

FERTILIZER MARKETS.

BASIS NEW YORK DELIVERY.

Ammoniates.	
Ammonium sulphate, bulk, f. o. b. works, per 100 lbs.....	\$3.25 @3.35
Blood, dried, 15@17%, bulk, per unit.....	4.25
Fish scrap, dried, 11% ammonia, 15% R. P. L., delivered Baltimore.....	4.00 and 10c
Fish guano, foreign, 13@14% ammonia, 10% B. P. L.....	4.70 and 10c
Fish scrap, acidulated, 6% ammonia, 3% A. P. A., f. o. b. fish factory.....	3.50 and 50c
Soda nitrate, in bags, spot.....	2.40
Soda nitrate, in bags, futures.....	2.42 1/2 @2.52 1/2
Tankage, ground, 10% ammonia, 15% B. P. L., bulk.....	4.00 and 10c
Phosphates.	
Bone meal, steamed, 3 and 50 per ton.....	36.00
Bone meal, raw, 4 1/2 and 50 per ton.....	40.00
Potash.	
Kalinit, 14@16% bulk, per ton.....	7.35
Manure salt, 20% bulk, per ton.....	9.80
Muriate, in bags, basis 80%, per ton.....	32.95
Sulphate, basis 90%, bags, ton.....	42.35

BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia, for the week of September 30 to October 6, 1922:

	Sept. 30.	2.	3.	Oct. 4.	5.	6.
Chicago.....	42	42 1/2	42 1/2	43	43	+1
New York.....	44	44	44	44 1/4	45	+1
Boston.....	43	44	44	44	44	....
Phila.....	45	45	45	45	45 1/2	+ 1/2

Wholesale prices of carlots, fresh centralized butter, 90 score, at Chicago:

	Sept. 30.	2.	3.	Oct. 4.	5.	6.
Chicago.....	38 1/4	39	39	38 1/4	38 1/4	39

Receipts of butter by cities, tubs:

	This week.	Last week.	Last year.	Since Jan. 1, 1922.	Since Jan. 1, 1921.
Chicago.....	27,770	26,584	28,528	2,845,370	2,007,076
New York.....	42,024	41,118	36,152	2,701,700	2,245,486
Boston.....	12,108	11,688	14,348	976,812	842,948
Phila.....	9,387	10,822	11,229	704,521	615,727
Total.....	91,298	90,212	90,257	6,728,903	5,801,237

Cold storage movement, lbs.:

	Into storage.	Out of storage.	On hand Jan. 1, 1921.	Cor. day of week, 1921.
Chicago.....	3,376	175,395	24,471,741	24,507,158
New York.....	108,108	208,398	14,457,854	15,606,796
Boston.....	42,805	142,786	11,966,947	12,347,351
Phila.....	1,890	80,408	2,512,383	3,063,330
Total.....	156,239	601,985	53,998,925	55,614,635

